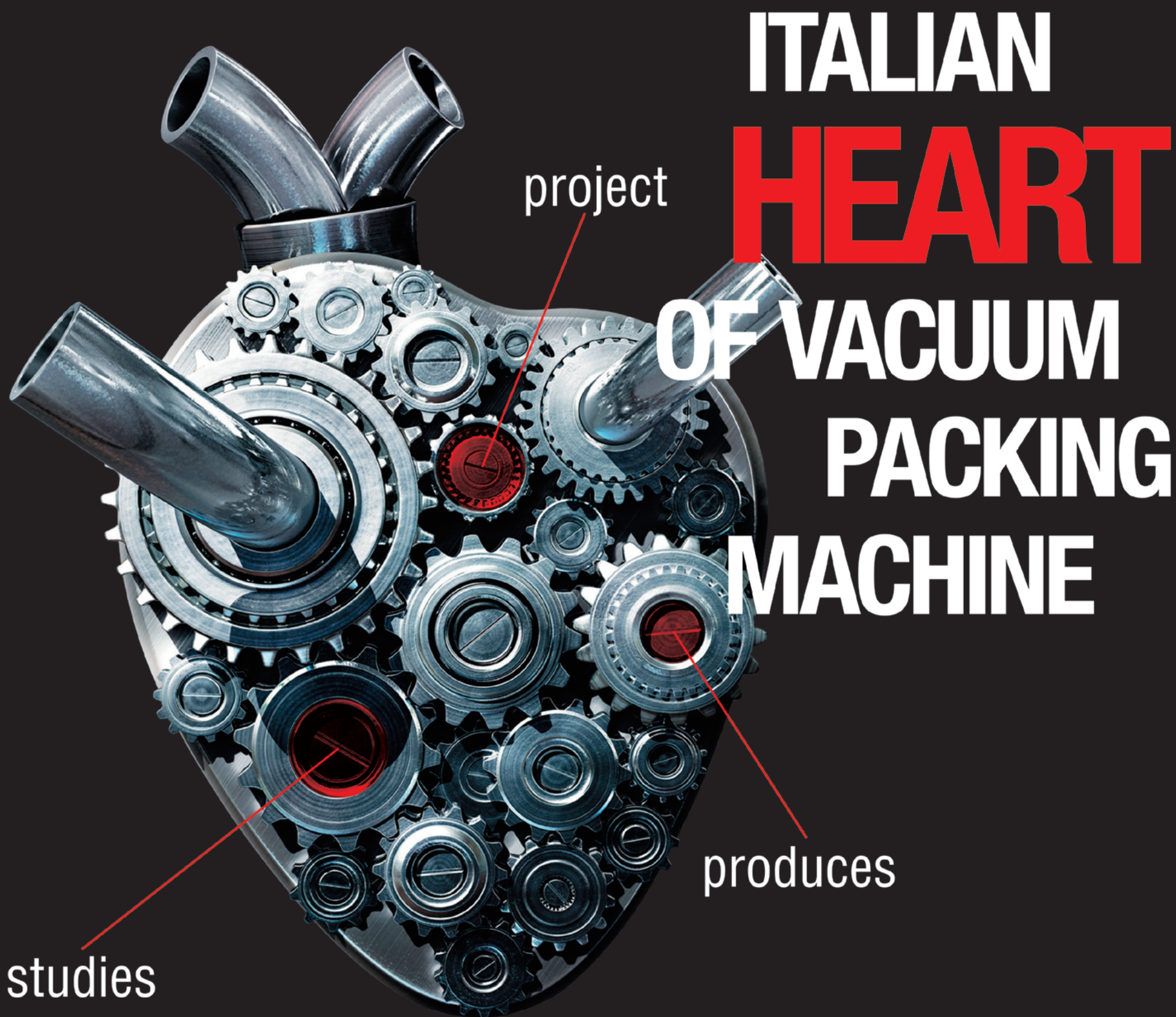


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TECH4FOOD MAGAZINE

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SPECIAL
1ST PART
SURVEY

MOVE IT OR LOSE IT

TRENDS, HURDLES, GOALS, OPPORTUNITIES. IN THIS WELL-ROUNDED SURVEY, LEADING ITALIAN MARKET PLAYERS TALK ABOUT THEIR PRESENT AND FUTURE. INNOVATION IS THE KEY WORD. INTERNATIONALIZATION A MUST. BECAUSE COMPETITIVENESS DEMANDS FLEXIBILITY AND PERSEVERANCE. AND A LOT, LOT OF PASSION.



from page 9 to page 11

product preview

ANUGA FOODTEC 2018

20 - 23 March • Cologne, Germany

The leading international supplier fair for the food and beverage industry. The most interesting technological innovations developed by Italian companies.



from page 13 to page 33

company

Imoon, innovation is driving growth



Revenue up by 30% in 2017. The company's expansion in food retail on global markets continues. New products on their way, advanced solutions for a new concept of store lighting.

on page 8

focus on

Agriculture 4.0, the state of the art in Italy

A 100 million-euro turnover for digital technologies in agriculture and farming. But less than 1% of Italian crops are affected by this revolution.

on pages 36 and 37

export

Target America

The new technology road show launched by the Italian Trade Agency (ITA) is called 'Innovation Days'.

It will take place across the USA between June 2018 and January 2019.

on page 34

the interview

on page 12

Packaging pioneers

Interview with Walter Saccardo, second generation at the head of the namesake family company, one of Italy's leading producers of vacuum packing machines and automatic bagging systems.



TOP TECH
SPECIAL INSERT

Frigomeccanica

Air Treatment Unit 'Blu Series'

centerfold





Italy is going places...

By Riccardo Colletti

“Global markets pay increasing attention and show great appreciation for machinery, systems and solutions Made in Italy. Especially in some of the world’s most dynamic areas, like South America. The national Industry Plan 4.0 has brought great satisfactions, most of all in relation to this sector, that nevertheless now deserves structural reforms in order to bring a new era of innovation in food machinery. Furthermore, a strong governmental intervention aimed at supporting employment is expected and required, also through a significant cut in labor costs. The Italian industry needs support, because it has all the credentials and skills needed to be competitive and winning at the highest levels.”

This is how we can summarize - but I suggest you to read it step by step - what has emerged from an exclusive survey conducted by *Tech4Food Magazine*. The first fifteen interviews published here only represent a ‘first chapter’, the others will be made during Anuga FoodTec, in Cologne - where this second 2018 issue of the magazine will be distributed - with as many Italian managers in the food technology industry. They portray a clear picture of the market, and offer several food-for-thought.

To a certain extent, they give a clear message to those politicians that, after the latest general elections, and now more than ever, have the challenging task (well beyond the duty, I would say) of strengthening domestic economy and supporting internationalization. Avoiding, therefore, to waste the work that has been done. Or worse, to waste the ‘treasure’ gained over time

and with so much effort, during really difficult years. Especially in terms of credibility and reputation. It would be highly unwise and detrimental, since in terms of overall GDP (that for years has been seen as a nightmare) the upward trend is confirmed. Let’s say it all: there is still much to do, but the overall scenario is definitely less negative than in previous years. There is a recovery in domestic demand (Italian food market) that corresponds to a rising trend on a global scale.

It doesn’t end up here. In the voices of our survey respondents we found the dedication, passion, determination and the expertise that Italian entrepreneurs, together with their trusted collaborators, continue to put in place unstintingly. Facing the many challenges that arise, with no trace of reverential fear, but only a healthy respect for competitors.

Anuga FoodTec 2018 represents - according to the size and importance of the exhibition - a further and qualified testing ground. In the central pages of this issue of *Tech4Food Magazine* you will find a rich and wide ‘preview’ of the most significant innovations that Made in Italy, in all of its forms, will put on stage to continue growing and play a key role on the global scenario. The quality, reliability and Italian creativity will once again make the difference and catch the attention of operators. Even more if we measure ourselves against relevant market players like Germany, an authentic European export engine, as well as a country historically devoted to the construction of machinery and technology. But as you know, when the going gets tough...

TECH4FOOD

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DESIGN • KNOW HOW • INNOVATION • VISION

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E’ l’Italia che va...

“I mercati esteri dimostrano grande attenzione e apprezzamento per i macchinari, i sistemi e le soluzioni Made in Italy. In particolare sono più che buoni i riscontri da alcune aree dinamiche come il Sud America. Molto bene il piano nazionale Industria 4.0: i risultati si vedono relativamente al nostro settore, che però avrebbe bisogno di riforme strutturali a supporto del rinnovamento per il meccanico alimentare. Così come è ormai decisivo un intervento reale volto a favorire l’occupazione, mettendo in atto un tangibile taglio dei costi del lavoro. L’industria italiana deve essere sostenuta perché ha le qualità e tutte le carte in regola per competere e vincere ai massimi livelli”.

Si può sintetizzare in questo modo - ma vi consiglio di leggerla passo dopo passo - il contenuto che emerge dall’inchiesta esclusiva condotta da *Tech4Food Magazine*. Le prime quindici interviste che pubblichiamo - si tratta solo della prima puntata, la seconda la realizzeremo in occasione di Anuga FoodTec, a Colonia, dove è in distribuzione questo secondo numero del 2018, con altrettanti manager italiani del meccanico alimenta-

re - fotografano in maniera puntuale la situazione. E offrono interessanti spunti di riflessione.

In qualche misura sono un messaggio ai naviganti, per essere più espliciti ai politici che, dopo questa tornata elettorale, hanno più che mai l’obbligo (ben oltre il dovere, direi) di rafforzare l’economia interna e di sostenere lo sviluppo all’estero. Evitando, quindi, di dilapidare il lavoro svolto. O, peggio, di sprecare il tesoretto conquistato nel tempo e con tanta fatica, durante anni davvero difficili. Specialmente in termini di credibilità e di reputazione. Sarebbe sciagurato e deleterio, dal momento che sotto il profilo complessivo il Pil (che per anni è stato vissuto come un incubo) è confermato al rialzo anche per quest’anno. Sia chiaro: c’è ancora molto da fare, ma il clima generale è sicuramente meno sfavorevole che negli anni precedenti. C’è una ripresa della domanda interna (mercato alimentare italiano) che ben si combina con un trend al rialzo sullo scacchiere internazionale.

Un’altra considerazione. Le voci dei protagonisti della nostra indagine fanno emergere, ancora una volta,

la dedizione, la passione, la tenacia e la competenza che gli imprenditori italiani, insieme con i collaboratori di ogni giorno, continuano a mettere in campo senza risparmiarsi. Raccolgendo le numerose sfide che si prospettano, senza alcun timore reverenziale, ma solo con il giusto rispetto nei confronti dei concorrenti.

Anuga FoodTec 2018 rappresenta - vista la portata della manifestazione fieristica - un ulteriore e qualificato banco di prova. Nelle pagine centrali di questo numero di *Tech4Food Magazine* trovate una succosa e ampia ‘anteprima’ sulle novità che il Made in Italy, in tutte le sue declinazioni, metterà in campo e in passerella per continuare a crescere e a giocare un ruolo di primo livello sullo scenario mondiale. La qualità, l’affidabilità e la creatività italiana ancora una volta potranno fare la differenza e imporsi all’attenzione degli operatori. Ancor più misurandosi con un mercato rilevante, rappresentato appunto dalla Germania, autentica locomotiva dell’export europeo, oltre che terra storicamente votata alla costruzione di macchinari e tecnologie. Ma si sa, quando il gioco si fa duro...

NEW ERA *for* FORM FILL SEAL

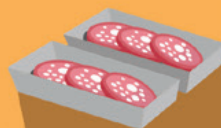
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Fratelli Pagani opens a new Aroma Laboratory



Fratelli Pagani, Italian leading producer of exclusive ingredients and aromas for the food industry, announced the creation of a new 'Laboratorio Aromi' (Aroma Laboratory). The atelier is located in the Milan headquarter, via G. Fantoli 32, and represents a big push toward innovation as well as a strong investment in the company's R&D department. The final goal is to offer customers an increasingly complete service, by putting at their disposal a century-old expertise in the production of functional and full blends, thanks to over 1,000 different aromatic substances, like natural molecules, extracts, aromatic herbs and spices.

"Through the creation of speci-

fic aromatic profiles, we put at customers' disposal our specialized technicians, with a ten-years-old experience in the field of process flavors," said Marco Cardazzi, president of Fratelli Pagani. "The new structure will manage to offer aromas in different solutions: liquids, paste and powder (spray dried flavours)." With the help of qualified technicians, customers will be allowed to elaborate tailor-made and unique aromatic profiles. In addition, Chromatographic Systems HPLC and GC-MS are also available, in order to ensure great taste/flavor and a one-of-a-kind color.

For any request please contact:
info@fratellipagani.it



Un nuovo Laboratorio Aromi per Fratelli Pagani

Fratelli Pagani, specialista nella creazione di aromi e ingredienti esclusivi per l'industria alimentare da oltre un secolo, annuncia l'apertura del nuovo Laboratorio Aromi. L'atelier, situato presso la sede di via G. Fantoli 32 a Milano, rappresenta un impegno nel segno dell'innovazione e un importante investimento a integrazione dell'efficiente dipartimento di R&D. Lo scopo è garantire un servizio sempre più completo al cliente, mettendo a disposizione l'expertise aziendale nella produzione di miscele funzionali e full blends. Grazie anche a oltre 1.000 tipologie di sostanze aromatiche differenti, tra cui molecole naturali, estratti, erbe aromatiche e spezie.

"Attraverso la creazione di profili aromatici specifici offriamo ai nostri clienti il plus di un personale con decennale esperienza, qualificato in materia di lavorazioni e process flavours", afferma Marco Cardazzi, presidente di Fratelli Pagani. "La nuova struttura sarà in grado di offrire aromi in diverse soluzioni produttive: liquidi, in pasta e in polvere (spray dried flavours)". Tecnici specializzati daranno la possibilità di creare profili aromatici ad hoc e tailor-made. Tra i vantaggi, anche la messa a disposizione di sistemi HPLC e GC-MS per analisi cromatografica, per garantire un sapore/profumo ottimo e un colorito unico al lavorato.

The information security market is worth one billion euro in Italy

The Italian market for 'information security' solutions is now worth 1.09 billion euro, up by 12% over 2016. Investments are mainly concentrated among big companies (78%), willing to adapt their practices to the new European General Data Protection Regulation (GDPR). This is what emerges from a study conducted by the 'Information security & privacy' Observatory of the Milano Politecnico. One Italian company out of two (51%) - against the 9% of one year ago - is undergoing important projects to comply with the EU regulation, which will come into force starting from 25 May 2018, while 58% (compared to 15% in 2016) has a dedicated budget.

Il mercato della sicurezza informatica vale un miliardo di euro in Italia

Il mercato delle soluzioni di 'information security' in Italia raggiunge il valore di 1,09 miliardi di euro, in crescita del 12% rispetto al 2016. La spesa si concentra prevalentemente fra le grandi imprese (78%), trainata dai progetti di adeguamento al nuovo regolamento europeo sulla protezione dei dati (GDPR). È quanto emerge da uno studio dell'Osservatorio 'Information security & privacy' della School of management del Politecnico Milano. Un'impresa italiana su due (51%), contro il 9% di un anno fa, ha in corso progetti strutturati per adeguarsi alla normativa Ue, che diventerà applicabile dal 25 maggio 2018, e il 58% (rispetto al 15% del 2016) ha un budget dedicato.

Wine cellars: new partnership between Haier and Tenuta San Guido

Haier has signed a partnership agreement with Tenuta San Guido, a historic Tuscan winery producing Bolgheri Sassicaia, one of the most renowned Italian wines worldwide. As a technical partner, the world's number one of major appliances brand will provide Tenuta and Osteria San Guido with its wine cellars. "Haier confirms itself as a strong point of reference in the field of wine storage. And this leadership entails significant investments in technology, quality and design, and a very high innovation rate," said Federico Mangiacotti, Haier's market director for Italy.



Cantinette vino: partnership tra Haier e Tenuta San Guido

Haier ha stretto un accordo di collaborazione con Tenuta San Guido, storica azienda vinicola toscana che produce il Bolgheri Sassicaia, uno dei vini italiani più rinomati al mondo. In qualità di partner tecnico, il gruppo numero uno a livello globale tra le marche di grandi elettrodomestici fornirà le proprie cantine vino alle sale della Tenuta e all'Osteria San Guido. "Haier si conferma punto di riferimento imprescindibile per la conservazione del vino. Un primato commerciale che sottintende importanti investimenti in tecnologia, qualità e design, e un altissimo tasso di innovazione", ha sottolineato Federico Mangiacotti, market director Italy di Haier.

4.2 million loan to Ecoplasteam for the recycling of tetrapak

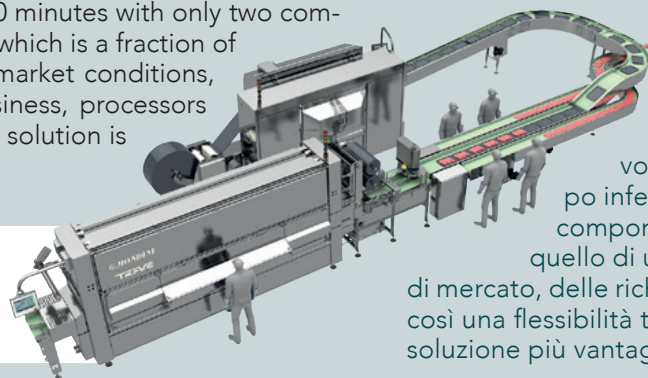
Ecoplasteam, a startup located in Milan, received a 4.2 million-euro loan from Banca Popolare di Milano for the building of a new plant dedicated to the production of a totally recyclable plastic material, called 'EcoAllene', made from tetrapak. The plant, that will be built in Spinetta Marengo, in the province of Alessandria (Piedmont), will have a production capacity of about 6,000 tons of EcoAllene and will be built by the Amut company from Novara, a leading supplier of machinery for the processing of plastics.

Finanziamento di 4,2 milioni a Ecoplasteam per il recupero del tetrapak

Ecoplasteam, startup milanese, ha ottenuto da Banca Popolare di Milano un finanziamento di circa 4,2 milioni di euro per la costruzione di un impianto per la produzione di un nuovo materiale plastico totalmente riciclabile denominato 'EcoAllene', realizzato grazie al recupero del tetrapak. L'impianto, che sorgerà a Spinetta Marengo, in provincia di Alessandria (Piemonte), produrrà circa 6mila tonnellate di EcoAllene e sarà realizzato dalla Amut di Novara, leader nella fornitura di macchinari per la lavorazione di materie plastiche.

Mondini Platform technology: the NEW ERA of FORM-FILL-SEAL

Today's packaging line world is divided into either thermoforming or tray sealing lines, the first producing value packs, the second higher quality packs with greater flexibility. "Platformer is the missing link", said Enzo Turla, marketing manager at G.Mondini. "Combining the Mondini Trave with the Mondini Platformer your packaging line becomes what could be defined as a 'thermosealer', giving the best of both worlds. Free to switch from thermoformed in-line trays from a reel or premade trays at any moment in time during production, according to the needs of your business." Platformer new technology revolutionizes the concept of tray forming by cutting the tray footprint before the forming process occurs, reducing the scrap to just 2%. An additional benefit of this innovative process is that the tray format change over time is less than 10 minutes with only two components needing to be changed, at a cost which is a fraction of a standard thermoformer. Depending on market conditions, customer demands and needs of the business, processors will have full flexibility to choose whichever solution is most beneficial to them at the time.



Tecnologia Platform Mondini: la nuova era del Form-Fill-Seal

Il mondo dell'imballaggio si divide oggi in due grandi famiglie: il termoformato (thermoforming) e il termosaldato (tray sealing). La prima soluzione permette di realizzare pacchi di alto valore, la seconda, soluzioni caratterizzate da grande flessibilità ed elevata qualità. "Il Platformer è l'anello mancante", sottolinea Enzo Turla, marketing manager presso G. Mondini. "Combinando la Trave Mondini con il Platformer Mondini, la linea di confezionamento può essere definita come una 'thermosealer', garantendo il meglio da entrambi i mondi. Liberi di passare da vassoi termoformati in linea partendo da una bobina, a vassoi preformati in qualsiasi momento della la produzione, in base alle vostre esigenze di mercato". La nuova tecnologia Platformer rivoluziona il concetto di formatura del vassoio attraverso il taglio della sagoma del film prima che inizi il processo di formatura, riducendo lo scarto a solo il 2%. Un ulteriore vantaggio di questo innovativo processo è che il cambio formato avviene in un tempo inferiore ai 10 minuti e richiede la sostituzione di soli due componenti, ad un costo che è solo una frazione rispetto a quello di una termoformatrice standard. In base alle condizioni di mercato, delle richieste dei clienti e delle esigenze del business, si avrà così una flessibilità totale, che consente di scegliere in ogni occasione la soluzione più vantaggiosa.

Acimga and ProPak Asia 2018 co-organise 'Printech Asia'

ProPak Asia - Asia's largest trade event servicing the entire food, drink, and pharma processing and packaging supply chain for over 25 years - will open its doors again in 2018 (13-16 June), at the Bangkok International Trade and Exhibition Centre (BITEC), to welcome an estimated 1,800 exhibiting companies and over 50,000 professionals. With increased participation and nearly 90% of the show floor sold, PKA 2018 has further expanded to include a 9th exhibition hall, called 'Printech Asia': a joint venture with The Italian Machine Manufacturer Association (Acimga), dedicated to the latest innovations in converting, package printing, labelling technologies and services.

Acimga e ProPak Asia 2018 co-organizzatori del salone 'Printech Asia'

ProPak Asia - da oltre 25 anni il maggior evento fieristico della regione per l'industria del packaging e processing nei settori food, beverage e farmaceutico - aprirà i battenti dal 13 al 16 giugno 2018 presso l'International Trade and Exhibition Centre (BITEC) di Bangkok. Attesi in fiera circa 1.800 espositori e oltre 50mila visitatori professionali, in deciso aumento rispetto alle passate edizioni, e con il 90% della superficie espositiva già prenotata. Novità dell'edizione 2018 sarà un nono padiglione espositivo, denominato 'Printech Asia', e realizzato in collaborazione con Acimga, l'Associazione dei costruttori italiani di macchine per l'industria grafica. Focus, quindi, sulle ultime soluzioni in materia di converting, stampaggio, etichette e relativi servizi.

The ITA-Agency organizes a collective participation at Expoalimentaria 2018

The ITA-Agency is organizing a collective participation of Italian manufacturers of food technology at Expoalimentaria, in Lima from 26 to 28 September 2018. The collective will be located in the pavilion dedicated to machinery and will include 14 open space booths. In 2017, with a 35% market share, Italy was the country's leading supplier of packaging machines and the fourth of food processing machines, for a total value of 53.7 million euro.

ICE-Agenzia organizza una partecipazione collettiva a Expoalimentaria 2018

L'ICE-Agenzia organizza una partecipazione collettiva di imprese italiane produttrici di macchine per il food a Expoalimentaria, a Lima dal 26 al 28 settembre 2018. Lo stand sarà collocato nel padiglione dedicato ai macchinari e includerà 14 postazioni arredate in modalità open space. Nel 2017, con una quota del 35%, l'Italia è stato il primo fornitore del Paese di macchine per l'imballaggio e il quarto di macchine per la trasformazione alimentare, per un valore complessivo di 53,7 milioni di euro.

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Imoon, the staff. From left: Laura, Riccardo e Paolo Tarquinio, owners and founders, with Massimiliano Giussani (sales director Italy) and Pierluigi Gusmani (international sales director)

Imoon, innovation is driving growth

by Riccardo Colletti

Revenue up by 30% in 2017. The company's expansion in food retail on global markets continues. New products on their way, advanced solutions for a new concept of store lightning.



Auchan - France, Villebon-sur-Yvette
Venere Pro with LED Meat/Fish HD



Linella - Moldavia, Singera
Venere Pro - Batwing Reflector



Carrefour SA - Turkey, Ortaköy Gurme Premium
Venere Pro with LED Full Colour

An excellent 2017, with a 30% revenue increase over the previous fiscal year, and a great start also for the first quarter of 2018. Imoon, a young and dynamic company that in a very short time has grown to become a leader in the global lightning market for the food & retails sector, keeps on growing at fast pace. And it looks ahead with excitement and confidence, in order to continue providing top quality lightning solutions.

"We are extremely satisfied with the goals achieved. But they were only a starting point, not a finish line. Hence, we renew our compromise to further strengthen the leadership we gained in the Italian food retail sector, establishing fruitful collaborations with all of the most important retail chains and enhancing our presence in global markets, where we started an important expansion plan, that is giving significant results," said Riccardo Tarquinio, Ceo of Imoon. "Our

core mission remains unchanged: to value 100% Made in Italy solutions, tailor-made according to our customers' needs, and provide added value services, striving for continual innovation."

After the great performance achieved last year, 2018 started on a bright note: "We keep on growing and investing, also in our staff, with the aim of catching new market opportunities. To this purpose, we have launched new products with high technological content, and characterized by creativity and effectiveness," said Riccardo Tarquinio. "In such a challenging environment, Imoon will continue focusing on its custom-oriented approach, to provide truly tailor-made lightning solutions, addressed both to the domestic and international markets, that are paying increasing attention to our range."

The products that in the months ahead will drive demand and determine further growth are the Lumi-

naires and the new Makris Line, a true design concept that was first presented at Euroshop 2017, both showcased also on the past 21-23 February, on the occasion of the Convention Sales 2018, held in Milan. "Innovation plays a fundamental role, and we are not going to stop. On the contrary, we will keep on renewing and improving our product offer, focusing on flexibility, a characteristic that is increasingly demanded by the market," said Pierluigi Gusmani, Imoon's international sales director. "We can count on a highly qualified and motivated sales network that, we are absolutely sure, will help us achieve new important goals. In 2017, we increased the collaborations with some top retail players: we have implemented 19 projects with Carrefour in Turkey, following a new format; with Auchan we have now reached 40 installed projects; and with the new-born Linella chain in Moldavia, we have realized 10 more installations."

Imoon, l'innovazione guida la crescita

Un 2017 da incorniciare, con un incremento del fatturato di oltre il 30% rispetto all'esercizio precedente. E una partenza a ritmo serrato anche nel primo trimestre 2018. Imoon, la dinamica e giovane società diventata in breve tempo leading player nel mercato internazionale dell'illuminazione per il settore food & retail, non alza il piede dall'acceleratore. Anzi. Guarda con entusiasmo e fiducia al futuro, per continuare a fornire servizi e soluzioni illuminotecniche di primo livello.

IMOON, ITALIAN TECHNOLOGY

Imoon highlights the importance played by its range of products and solutions that, not by chance, has been further widened and improved. Not a simple product showcase, but a long-standing and emotional history, made of projects and installations able to show - and almost touch by hand - what it means to conceive, plan and manufacture lightning solutions in food retail. Imoon's 2018 catalogue displays a wide and varied, rich and elegant series of modular and customizable solutions, designed with energy saving principles, according to the best of Made in Italy design. From Suspended Luminaires to Lightning Tracks, from Recessed Luminaires to Projectors, passing through Surface Mounted Luminaires, the new Imoon catalogue describes the different brands in an easy and accessible way. Which helps customers make better informed choices according to their specific needs, from the Venere Pro to the Kronos line, from Roc to Kimi, without forgetting the Alpha, HB, Energy 65 Led and Basic System Led series.

In detail, the Venere Pro family was designed to fulfill any lightning need in food retail, and offers a complete range of specific LEDs suitable for the different store areas. Namely, the 'LED Meat' to enhance the red color of meat, also available in the Meat Fish HD version for meat and fish, suggesting higher freshness and able to enhance the different color qualities. The 'LED Extra Warm' version, instead, gives a warmer light, ideal for bakery and pastry. In order to meet the need for specific LEDs, Imoon also presented the 'LED Full Color', that features the ideal colour rendering for all products. Finally, the range of Reflectors has also been widened, to include a growing number of tailor-made potential configurations.

MOVE IT OR LOSE IT

TRENDS, HURDLES, GOALS, OPPORTUNITIES. IN THIS WELL-ROUNDED SURVEY, LEADING ITALIAN MARKET PLAYERS TALK ABOUT THEIR PRESENT AND FUTURE. INNOVATION IS THE KEY WORD. INTERNATIONALIZATION A MUST. BECAUSE COMPETITIVENESS DEMANDS FLEXIBILITY AND PERSEVERANCE. AND A LOT, LOT OF PASSION.

by Federica Bartesaghi

Chi si ferma è perduto

Internazionalizzazione, ostacoli, obiettivi, opportunità. In un'inchiesta a tutto tondo, i protagonisti del comparto ci raccontano il loro presente e il loro futuro. L'innovazione è la parola d'ordine. L'internazionalizzazione un passo necessario. Perché per essere competitivi servono costanza e flessibilità. E tanta, tanta passione.

GELMINI

MARCO MANTOVANI
CEO



EXPORT
SHARE
20%

"WE HAVE GREAT EXPECTATIONS FOR 2018"

“

"2017 ended on a high note for our company and we have positive expectations for current year. First of all, due to the positive effect of national Plan Industry 4.0 on the domestic market, that remains our core business. A further stimulus for growth in our sector could be represented by a lowering of the tax wedge. At the moment, France is probably one of the most dynamic foreign markets for enhancing our international business, while we have been facing more difficulties in Germany, due to the absence of a local agent. The not-to-be-missed event in our agenda is definitively Anuga FoodTec, but in the months ahead we will be attending many global trade shows."

”

AGRIFLEX

LUCIANO AGRI
SOLE ADMINISTRATOR



EXPORT
SHARE
85%

"WE WANT TO SPREAD THE KNOWLEDGE OF OUR COMPANY WORLDWIDE"

“

"Last year was extremely positive for our company. Most consolidated foreign markets are definitely Europe, North and South America and the Gulf countries. Most 'emerging' countries are instead the Far East and Africa. The domestic market also performed very well, as a consequence of Plan Industry 4.0. Now, further government incentives directed to employees would be highly appreciated. Expectations for current year are also very positive: we foresee a revenue increase of around 30% and we are strongly aimed at spreading the knowledge of our company worldwide. In regard to trade shows, we will be exhibiting at Ipack-Ima Milan, IBA in Munich, and Interpack in Düsseldorf."

”

CEPI

FRIDA LEGA
MARKETING MANAGER



EXPORT
SHARE
85%

"STRENGTHENING IS OUR GOAL, IN ORDER TO KEEP ON GROWING"

“

"After an exceptional 2017, when revenue that passed from 19 to 24 million euro, 2018 will be the year of strengthening. On the domestic market, we noticed a strong push from Plan Industry 4.0. On a global scale, exports account now for about 85% of total turnover. South East Asia and South America were our most dynamic destination markets, in particular Indonesia and Brazil. Every single market has its own special features and demands and therefore our R&D department is constantly focused on developing innovative solutions, as it recently happened in the confectionery field - one of our core businesses - through the development of a new fat cold metering system and of a new sugar processing method."

”

SELMI

SILVANO BARBERO
SALES DEPARTMENT



EXPORT
SHARE
ABOUT 80%

"CODE WORD: ONESHOT"

“

"Our core business is the production of chocolate processing machinery. We started from tempering machines and then developed new systems for the creation of dragée and spreadable creams, but also coating and cooling lines, bean-to-bar lines, extruder machines and machines for coffee, dried fruit and cocoa beans roasting. Flexibility is our key driver, since our target clients are mainly small laboratories looking for smart solutions. Last year closed on a positive note, with an export share of nearly 80%. We recently launched a new version of our 'Tuttuno - Oneshot' depositor, simultaneous dispensing machine aimed at creating filled products in a single operation, also connected to our 'spin 500' vertical cooling tunnel."

”

SACCARDO

WALTER SACCARDO
OWNER



EXPORT
SHARE
60%

"WE EXPECT TO ACHIEVE FURTHER GROWTH IN 2018"

“

"2017 closed on a positive note with respect to the previous year, and we have been working real hard in order to achieve further growth in 2018. In my opinion, Plan Industry 4.0 provided great benefits. Beside the economic aspect, I strongly believe in the important technological boost it brings, and I therefore hope it will be further renewed. In regard to our international markets, they account now for around 60% of total revenue. What since 1975 makes our business stand out from competitors is our quality, flexibility, and the possibility, for our clients, to use any type of food bag to pack their products."

”

the survey

SORDI IMPIANTI

FRANCESCA
SORDI
SALES
MANAGER



EXPORT
SHARE
80%

**“THE
INTERNATIONAL
GROWTH
CONTINUES, BUT
ALSO ITALY IS
PERFORMING WELL”**

“

“2017 was an interesting and positive year. The core destination markets for our machinery are South East Asia, especially Malaysia, Thailand and Vietnam. Furthermore, we have experienced a peak in demands from the former Soviet Republics, first of all Russia. This is probably due to the current embargo on dairy imports, that led to the creation of new local production plants. In the near future, we are aimed at strengthening our presence in Europe and the US, without forgetting Italy, of course. Hence, Italian industry has started investing again in durable goods and automation, thanks to the national Plan Industry 4.0. A further incentive for growth in the sector would be represented by a lower tax burden on workers and a greater accessibility to credit. Anuga FoodTec, Cibus Tec and Dairy Industry Russia are probably the most important trade shows that we will be attending in the months ahead, together with significant events in Africa and the EAU. Overall, in 2018 we will keep on working at the creation of new processing lines and plants ‘conceived to aid human nutrition’ (that is also our motto) by applying our exclusive and cutting-edge technological know-how.”

”

ESSEOQUATTRO

SILVIA
ORTOLANI
SALES MANAGER
AND COMPANY
OWNER



EXPORT
SHARE
ABOUT 10%

**“WE ARE READY
TO LAUNCH NEW
PRODUCTS
AND OPEN NEW
MARKETS”**

“

“In 2017 we focused on emerging topics such as smart packaging and eco-friendly solutions, first of all to meet consumers’ demand for more information. We noticed a strengthening of the industry channel, where our fresh-saving Ideabril packaging is used like an advertising tool. Another dynamic sector, also according to modern lifestyle, is the Horeca channel. In regard to our international business, Central-Northern Europe has great growth potential, but it demands for a tailored approach, and we are now working hard to meet this request. In Italy, the Industry Plan 4.0 had a huge effect on the market and this trend is expected to continue, mostly supporting companies with a strong drive for innovation. 2018 will be a demanding year for Esseoquattro, but we won’t miss strategic events such as Cibus, Sial, Anuga and Alimentaria. This year we also expect to increase our export share, through the launch of new products dedicated to specific market niches, and to strengthen our core markets. We will also search for food companies interested in creating a customized packaging with freshness-saving Ideabril to increase brand awareness with a specific target.”

”

VERINOX

HELGA
VERONESI
SALES
MANAGER



EXPORT
SHARE
60%

**“TECHNOLOGICAL
INNOVATION AND
FLEXIBILITY
ARE OUR KEY
DRIVERS”**

“

“The trend experienced last year was very positive and 2018 also started with many orders and the launch of new interesting projects. Our most consolidated markets are Europe, Russia, Australia and, of course, South America, where we are present in the state of Santa Catarina (Brazil) with a sales office and a showroom dedicated to customers who can test the quality of our equipment. One of the key issues for companies that work on international markets is financial support, that would make us even more competitive, fixing one of the most annoying problems reported by customers: a delayed payment systems. For 2018 we expect the positive trend to continue and to achieve this goal we will focus on technological innovation and flexibility, to develop customized lines and plants for heat treatments as well as strengthening the partnership with our customers to design new plants that reduce the use of labor, allow optimization in the processing cycles, and cut production costs while respecting the environment.”

”

CAVANNA

MIRIANA
BRIGO
COMMUNICATION
MANAGER & MARKETING
ASSISTANT



EXPORT
SHARE
89%

**“WE ARE READY
FOR NEW
IMPORTANT
INVESTMENTS”**

“

“Last year’s results were very positive and our goal for 2020 is to achieve 100 million euro of total turnover. For this very reason, we have been working at new important investments: in our production facilities, in labor, and in the creation of a brand new R&D center that will be presented during Ipack-Ima in Milan. A strategic event in our agenda, where we will be exhibiting with a 500 sqm booth and three production lines. We are very pleased with the performance of our international business. In particular, we recently delivered to a Turkish client a large plant made of nine machines. A highly innovative project, characterized by great functionality and suitable for the production of biscuits as well as chocolate-coated products, and that makes it possible, through one single solution, both flow pack (slug) and tray packaging.”

”

CARLE& MONTANARI-OPM

ANTONELLA
CAVALIERI MANASSE
MARKETING
& COMMUNICATION
MANAGER



EXPORT
SHARE
85%

**“WE SHOW UP
UNDER A NEW
BRAND IDENTITY”**

“

“Carle&Montanari-OPM and CMFIMA belong today to the Food division of the Sacmi Group, global leader in the manufacturing of machinery for ceramic, packaging, automation and, now, also for the food sector. Thanks to a 110-year-long history and brands renowned all over the world in the field of technologies applied to chocolate processing, wrapping and packaging, Carle&Montanari-OPM and CMFIMA can now rely on the know-how and expertise of a strong international group, and take advantage of its synergies worldwide. We have been planning significant investments to strengthen our presence on consolidated markets, as well as develop new business opportunities, especially in primary and secondary packaging. The 2018 edition of Ipack-Ima in Milan, where we will be exhibiting with Sacmi, will be a great chance to show to our clients our best practices directly at our Milan, Monticello d’Alba and Ozzano dell’Emilia industrial plants.”

”

CASEARTECNICA BARTOLI

EMILIA
BARTOLI
MARKETING MANAGER



EXPORT
SHARE
20%

**“WE ARE GOING
TO INCREASE
OUR BRAND
AWARENESS”**

“

“Since the 60s, our target market have been cheese producers, especially Parmigiano Reggiano and Grana Padano firms; as well as mass retail, both Italian and international. We are specialized in the production of cheese cutting machines, from the most simple models for fresh counters to the most complex, dedicated to packaging. In regard to our foreign business, we have implemented a wide range of collaboration both on a European and extra-European level. A close but particularly ‘closed’ market, especially for the supply to mass retail, is Switzerland. Although our machines would be very suitable for local cheese production. Therefore, we decided to focus on more affordable markets, such as Austria and Germany, where we aim to further increase our presence in the months ahead, as well as in the Netherlands.”

”

GORRERI

CHIARA
LOMBARDI
MARKETING
& COMMUNICATION
MANAGER



EXPORT
SHARE
90-95%

**“WE HAVE
BIG PLANS
FOR 2018”**

“

“We are satisfied with last year’s results, achieved also thanks to our participation in many international trade shows and the launch of new projects that will bear their fruits in the months ahead. Exports account today for 90-95% of the company’s total revenue, and are mainly addressed to European countries, Russia, South America, Canada and North Africa. Sales in Russia and the US also experienced significant growth. The United States, in particular, are proving to be a hard market to tackle, and we are now therefore committed to spreading the knowledge of our company even more widely. In the forthcoming months, we will be exhibiting in many international trade shows, starting from Modern Bakery in Moscow, in March, Bakery China in Shanghai, in May, and IBA in Munich next September. In addition, we will soon inaugurate our new company headquarter.”

”

FRIGOMECCANICA

ALBERTO
MAGGIANI
PRESIDENT



EXPORT
SHARE
50%

**“COLLABORATIONS,
EXPERTISE
AND QUALITY: OUR
WINNING RECIPE”**

“

“Last year closed on a very positive trend: we were awarded by our clients and many new companies chose Frigomeccanica as a partner, both on the domestic and international markets. Italy - and in particular the processed meat sector - remains our core business. In recent years it kept on growing, and we definitely noticed the positive effects of Plan Industry 4.0. On a global scale, Europe, North and South America but also Russia have experienced significant growth, in the field of cured meats as well as in the cheese, pasta and fish industry. Among the most important trade shows that we will be attending in the months and years ahead there is Anuga FoodTec in Cologne, Iffa in Frankfurt, but also Cibus Tec. In 2018, we expect to continue growing and we will manage to, also thanks to the collaborations implemented with technologically advanced clients and, of course, by showing our expertise and utmost quality.”

”

RISCO

RITA
DAL MASO
MARKETING MANAGER



EXPORT
SHARE
89%

**“INVESTMENTS
IN R&D ARE
STRATEGIC TO BE
COMPETITIVE ON
A GLOBAL SCALE”**

“

“We closed 2017 with revenue up by 5% over 2016, confirming the positive trend experienced in the past years. The most dynamic foreign market was the United States. Nevertheless, the Euro area remains fundamental for Risco, and in some countries - including Denmark, Finland, Spain and England - we have significantly increased our market share. In Italy, governmental incentives have definitely pushed companies toward a modernization of their production plants and we should keep on following this direction. In addition, in order to be competitive on an international scale, Italian companies should continue investing in R&D and we believe that a steady tax relief is fundamental to support the growth of SMEs in the sector. With regard to our projects for 2018, we are now developing a new system for the production of sausage coils with equal weight and length and improving the forming systems, in line with modern market trends. We will also continue to take part in major international trade shows, including Iffa and Anuga FoodTec in Germany, Cibus Tec and Meat-Tech in Italy. Every year Risco participates in about 30 trade fairs worldwide, through exclusive distributors.”

”

MINERVA OMEGA GROUP

DAVIDE
PUPPINI
JUNIOR AREA
MANAGER



EXPORT
SHARE
ABOUT 70%

**“NEW MACHINERY,
MORE EFFECTIVE
AND AUTOMATIC,
TO KEEP ON
GROWING”**

“

“We closed a great 2017, posting a significant revenue growth over previous year. Europe and the Middle East are the core of our international business, while among ‘emerging’ markets we can mention South America and India. A country, the latter, that offers great opportunities. In Italy, Plan Industry 4.0 is having a positive impact, especially for what concerns the sale of products equipped with Nemosy, a cutting-edge application that allows, through a web platform, the remote control of all machinery. For the future, we hope that the government will evaluate the introduction of scrappage incentives, in order to enhance the purchase of new technological solutions. As for major international trade shows, Anuga FoodTec is certainly the most important of the year to us. But we will also participate in Food Hotel Asia in Singapore, at the end of April, and Meat-Tech in Milan, at the end of May. For 2018, we expect to continue growing and to this end we will further expand and diversify our machinery offer, to meet customer needs in a tailor-made way. The focus will also be placed on the modernization and technological advance of our machineries, to make them even more efficient and automated.”

”

Packaging pioneers

Interview with Walter Saccardo, second generation at the head of the namesake family company, one of Italy's leading producers of vacuum packing machines and automatic bagging systems.

by Federica Bartesaghi

A 100% Italian company, boasting a long-lasting history made of research and development in the design and manufacturing of vacuum packing machines and automatic bagging systems. More than 20,000 machines already installed all over the world, due to a high-quality level, a customer-oriented approach, and the research for tailor-made solutions able to fulfill any request of the client. We talked about that and much more with Walter Saccardo, company owner.

When and how was the company founded?

It was founded in 1975 by my father, Arturo Saccardo, who was among the first, in Italy, to understand the potential of the vacuum packaging business.

When did you take control of the company?

In 1991, when he unfortunately expired.

What's his most important legacy?

The passion and know-how, of course. And the continuous strive for innovation. Still today, I make big investments in research and development.

What are the best features that distinguish Saccardo from its competitors?

I would say the quality of our machinery, our flexibility, the wide range of services we offer and the possibility, for our clients, to use any type of bag to pack their products.

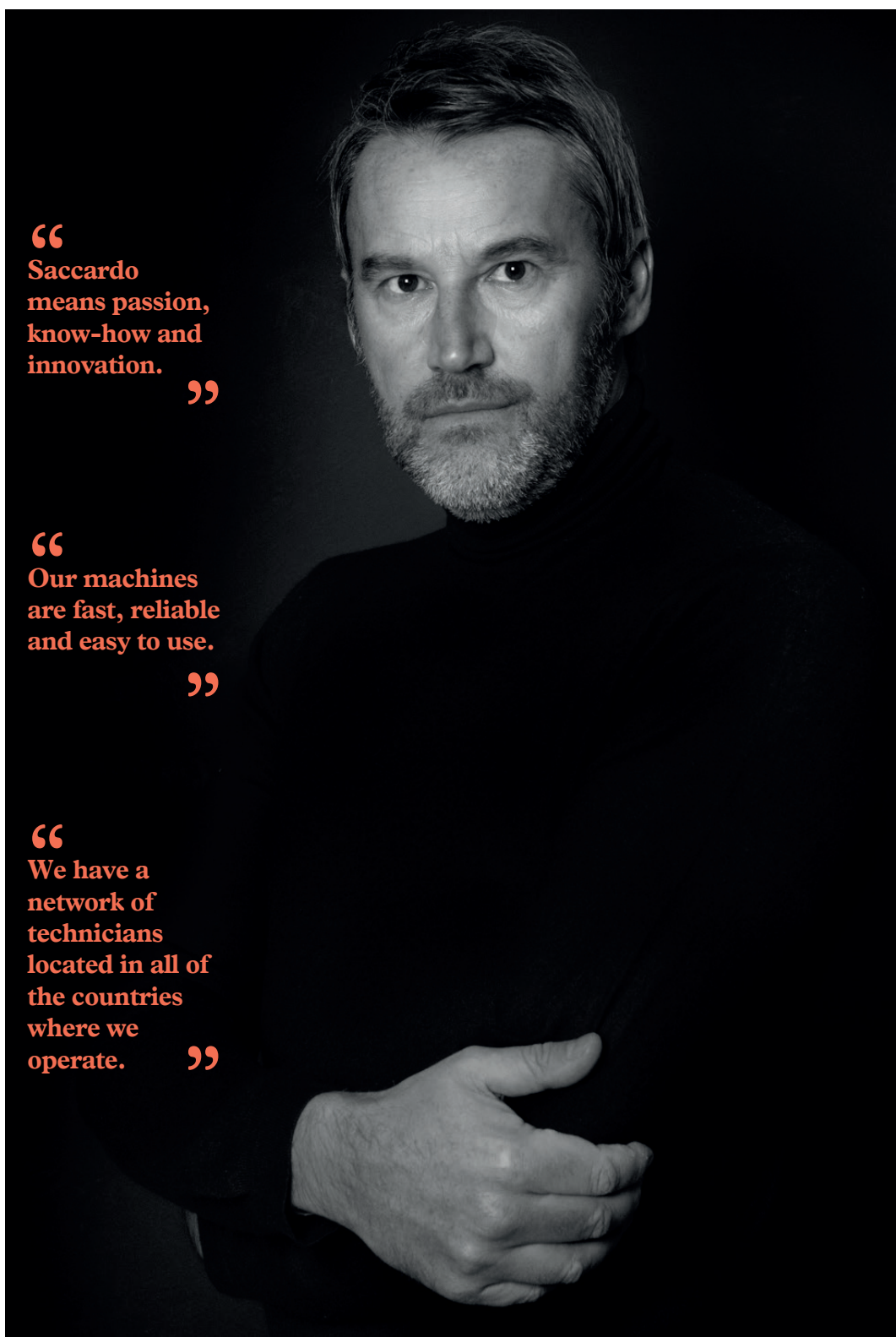
What do you offer to your customers?

First of all, we offer a technical/sales advice that helps customers choosing the packaging machine

“
Saccardo means passion, know-how and innovation.
”

“
Our machines are fast, reliable and easy to use.
”

“
We have a network of technicians located in all of the countries where we operate.
”



Pionieri del packaging

Un'azienda 100% italiana, che vanta una lunga storia fatta d'innovazione e ricerca nella progettazione e realizzazione di macchine confezionatrici sottovuoto e impianti di imbustamento automatici. Oltre 20mila le soluzioni già installate in tutto il mondo, grazie all'alta qualità offerta, a un approccio improntato alla massima flessibilità e customizzazione, e a un servizio 'chiavi in mano' capace di rispondere alle esigenze di ogni settore dell'industria agroalimentare. Il racconto del titolare, Walter Saccardo.

DATA SHEET

Who?

Saccardo, family company since 1975

Where?

Thiene, province of Vicenza (Veneto) Italy

What?

Vacuum packaging machines
Single and double chamber machines
Automatic belt vacuum packing machines
Automatic systems for product bagging
Tunnels for thermo-shrinking of bags

2018 TRADE SHOWS CALENDAR

Hispack/Foodtech - Barcelona, Spain (8-11 May)

Ipack-Ima - Milan, Italy (29 May - 01 June)

Tecnofidta - Buenos Aires, Argentina (18-21 September)

For more information:

info@saccardo.com - www.saccardo.com



Saccardo

or system most suitable to their needs.

What else?

We create tailor-made layouts to determine the correct positioning of the machine inside the production plant. Afterwards, when we deliver the machine or system, we follow every single stage from positioning to connections, from ignition to training of the workers in charge of the machines - which is of utmost importance - as well as maintenance and cleaning staff.

How is the after-sale service organized?

Beside a dedicated company department and a well-stocked warehouse for spare parts, we have a network of technicians located in all of the countries and territories where we operate.

What about your global business?

It accounts now for around 60% of total turnover, and the growth trend is set to continue.

Finally, what makes AS38 your best-selling machine?

The AS38 packaging machine is the result of a long study. The machine has been designed to be fast and reliable. The management panel is simple and intuitive, in order to be easier to use.

Is it also easy to maintain?

All major components can be detached with no need for tools and this is greatly appreciated by maintenance operators. The welding system has also been implemented, so that it is suitable for any type of bag and any food industry. These are probably the key features that make this machine our best-seller.

ANUGA FOODTEC 2018

20 - 23 March
Cologne, Germany

The leading international supplier fair for the food and beverage industry.
A preview of the most interesting technological innovations developed by Italian companies.

Bakery
Fruit & Vegetables
Beverage
Pasta
Dairy
Meat
Services & Solutions
Food Packaging
Food Ingredients
Safety & Analytics
Food Processing
Sweets



OVER 200 ITALIAN EXHIBITORS **140,000** SQM EXHIBITION SURFACE
1,700 EXHIBITORS FROM **50** COUNTRIES



THE EUROPEAN RETAIL GUIDE

The most accurate
and complete guide
to the European retail marketplace.
All chains are segmented by country.
The addresses, e-mails, websites,
management, history, contacts
for suppliers and store brands.

For information: info@tespi.net

**AVAILABLE FROM MAY
(CIBUS/PARMA)**

Year 2 • N.2
March/April • 2018

preview

ALMAC
www.almacsrl.com

HALL: 10.2 • BOOTH: E 030 - F 039



MOLDING MACHINE WITH CHANGEABLE PRE-COOLING HEAD TYPE FPR 72 C.I.P.

Fields of application

Suitable for the production of mozzarella block and mozzarella loaf.

Description and strong points

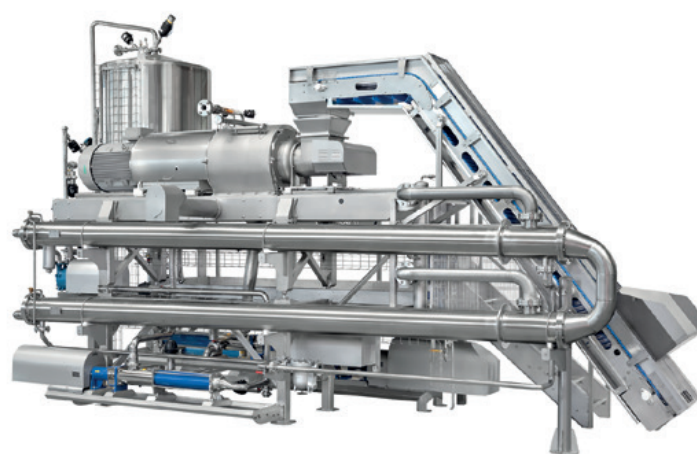
The FPR 72-L C.I.P. molder is a machine suitable for the molding and pre-cooling of pasta filata cheeses having weights from 300 gr to 5 kg, in cylindrical or parallelepiped shapes. The stretched dough is introduced into the hopper and it is conveyed to the head by means of two counter-rotating augers, thus filling the molding pipes according to the programmed volumetric adjusting. During the head rotation, the product is indirectly cooled by means of the cold water circulating outside the molding pipes, until to reach a stable enough shape for continuing the hardening phase without molds into an automatic vat.

Technical information

- machine completely built in AISI 304 stainless steel and plastic materials certified for the food use
- parts in contact with the cheese are coated with non-sticking material
- feeding hopper built in AISI 304 stainless steel, easily dismountable from the machine body simply unhooking the blocking knobs

BOEMA
www.boema.com

HALL: 4.2 • BOOTH: D 060 - E 069



TURBO EXTRACTOR PR410 AND PR411 - OLIMPO SYSTEM

Fields of application

Natural or concentrated purees of fruit and vegetables.

Description and strong points

Boema has developed different technical solutions for optimizing the key-process in the industry of fruit and vegetables purees: the extraction and the enzymatic inactivation phase. The core of these technical solutions is the new generation of Turbo extractor models PR410 (hot extraction) and PR411 (cold extraction) Boema patented, designed to work on different products by means of an innovative centralized system for the regulation of the vanes on the rotor: this feature allows the system to be set in six different configurations in order to extract purees from a wide range of products without the need to change the whole rotor for every application: Olimpo Color, Olimpo Taste, Olimpo Brix, Olimpo Cold, Olimpo Red, Olimpo Freeze.

F.LLI CUOMO SNC
www.cuomind.it

HALL: 4.2 • BOOTH: D 021 - C 020



ROTARY CAN DOUBLE SEAMER MOD. A480.2

Fields of application

Food processing.

Description and strong points

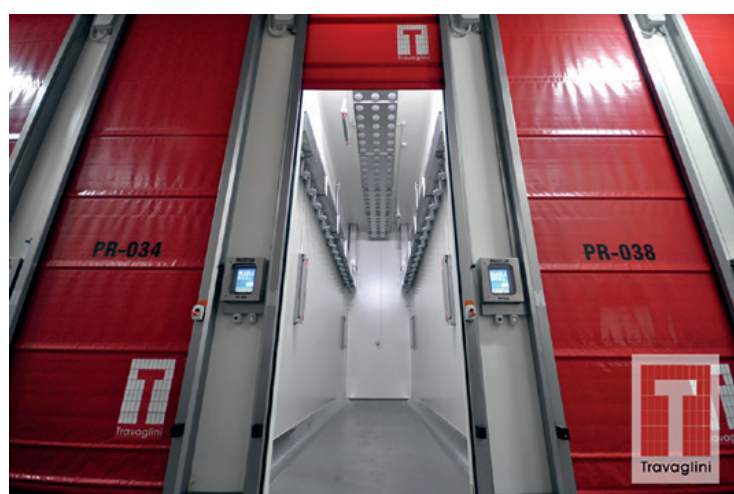
The main features of the new double seamer A480.2 are: modular and compact design to allow the best performances; single arms driven by a desmodromic cam; watertight seaming rolls for a long life service.

Technical information

- 10 double seaming heads for containers with diameter ranging from 52 to 73 mm and cans high from 38 to 170 mm
- capacity: 1000 cpm
- power: 20 kw

TRAVAGLINI
www.travaglini.it

HALL: 6.1 • BOOTH: D 060 - D 061



EQUIPMENT FOR FERMENTING AND DRYING OF SALAMI

Fields of application

Food.

Description and strong points

Since 1950, Travaglini has been a leading company in the manufacturing of drying, smoking, and fermenting equipment for salami. Our technologies support the customer in any problem connected to drying of salami in all their specific applications. Specifically: better fermentation control, thanks to the combination of the installed cooling and heating power; uniform shrinkage, because the distribution of air inside the room must be as uniform as possible in order to obtain a homogeneous product; minimal risk of crust formation.

Technical information

• **air regulation:** the system consists of a T-shaped duct, in which is installed an electric actuator, permitting the movement of two opposed blade dampers

• **computerized system:** it allows, among other things, to monitor temperature and relative humidity; set predefined programmes; control the fluid temperature, optimize shrinkage

• **energy savings:** heat recovery; enthalpy; economizer; high efficiency motors (IE2 - IE3); inverter; direct coupling motor/fan; modulation of cooling and heating valves; hot gas defrost system

FBR-ELPO
www.fbr-elpo.it

HALL: 4.2 • BOOTH: A 018 - B 019



B.I.B. BLOCK MONOBLOCK

Fields of application

Aseptic filling machines and cardboard box erector and packer.

Description and strong points

B.I.B. Block is an innovative project developed by FBR-Elpo to combine its Bag in Box filling machines with the cardboard box erector and packer. With the new monoblock B.I.B. Block, the Bag in Box Aseptic filler, the cardboard box erector, packer and sealer are built-in in the same structure. The bags of 3, 5, 10 or 20 l filled by FBR-Elpo's aseptic filler are sent to the packaging section, where each phase is run electronically. The cardboard box erector group is managed by a fast and innovative robot allowing a quick change of format. The carton can be closed by means of sole adhesive tape, sole glue or both glue and adhesive tape. The magazine of empty cartons can be placed on three of the four sides of the machine, with possibility to regulate its capacity.

follow

STORING

CONVEYING

DOSING

AUTOMATION

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OF BULK-HANDLING SYSTEMS
SINCE 1985**

**FULLY AUTOMATED
AND CUSTOMIZED
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PROCESS ANALYSIS
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PRODUCTION AND INSTALLATION
START-UP AND SERVICE

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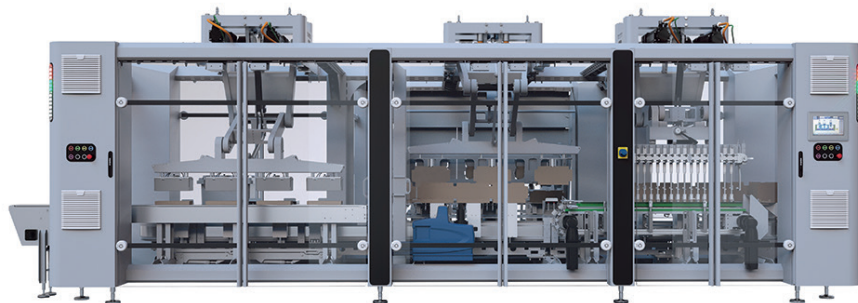
www.cepisilos.com

BOOTH A35
HALL 10

BOOTH E020
HALL 4.2

CAMA GROUP
www.camagroup.com

HALL: 7.1 • BOOTH: B 011 - A 010



IF318 FULLY ROBOTIZED MONOBLOCK LOADING UNIT

Fields of application

Food and non-food products.

Description and strong points

Cama Group will exhibit the innovative IF318 Fully Robotized Monoblock Loading Unit, a 'pitch-less' integrated platform for forming, loading, closing of food and non-food products into paperboard or corrugated cartons or cases. IF318 was awarded 'Best Future Machine 2017' in a Rockwell Automation competition.

Technical information

Working with a given product infeed capacity, you are free to change the number, and so the pitch, of boxes handled at each of the 3 robotic stations, each one de-coupled from the other ones, thanks to the independent electronic movers. Moreover, the innovative variable box handling device allows automatic change-over for all required carton/case size along the track, notwithstanding their shape and size, thereby eliminating any manual intervention during size change for this area of the machine.

COLIGROUP (COLIMATIC)
www.colimatic.it

HALL: 9.1 • BOOTH: E 020



THERMOFORMER COLIMATIC THERA 650

Fields of application

Fresh or seasoned foodstuff, with steering fluid, in bars, sliced, grated or julienne, in wedges or cubed; in MAP, shrink or skin packaging.

Description and strong points

The model Thera 650 model, thermoforming solution, is perfectly suited to corrosive environments. The modular frame is the distinctive trait of Thera 650 and guarantees a unique adaptation to any kind of production need, in terms of possible die configuration, production speed and options available. The Thera 650 installs the best of Colimatic technology: thanks to its speed, it is the perfect solution for high volumes productions and/or for big products dimensions.

Technical information

- sloping handrails and safety protections for washing liquids draining
- valves separated and protected in hermetic boxes
- production: up to 30 cycles/minute
- machine's length: customized
- technologies available: MAP, shrink, skinpack

CEPI SPA
www.cepisilos.com

HALL: 4.2 • BOOTH: E 020



TRIMIX SYSTEM FOR THE METERING OF POWDERED MINOR INGREDIENTS

Fields of application

Confectionery (snacks, cookies, pastries, cakes, chocolate, candies, drinks...) and bakery (bread, pizza, short and long pasta...)

Description and strong points

Trimix system for the automatic dosage of powdered minor ingredients consists of modular and extendible hermetic units and can handle challenging materials such as milk powder, cocoa powder, salt and others. The improved shape of the hoppers allows ultra fast product discharge, with exceptionally accurate metering.

This system meets your needs for high precision and reliability. There will be no leftovers within the storing units or dosing station and no powder leakage, thanks to the dust exhausting system acting directly during the discharge of each unit.

Technical information

- direct suction from the sacks for the filling of each hopper
- bar code reading system with Cepi Tracking System supervisor program providing complete traceability of the process
- weighed trolley
- integrated homogenizer
- level sensor

COLUSSI ERMES
www.colussiermes.com

HALL: 6.1 • BOOTH: E 060 - F 061



CENTRIFUGAL DRYING SYSTEM

Fields of application

Mass retail and any other food and non-food sector.

Description and strong points

Large capacities of up to 7,500 crates/hour, speed and perfect drying, these are just some of the features which, together with the possibility of treating crates of different types, set the new generation of Colussi Ermes centrifugal dryers apart from the rest.

Continuous innovation has led to the birth of the 'super-compact' centrifugal dryer for crates: a machine able to combine large drying capacity with a minimum footprint. The Colussi Ermes crate centrifugal dryers can be included in existing systems as well as new installations. Available in the Single or Twin-lane version.

Technical information

- capacity of up to 2,400 crates/h in the single version
- capacity of up to 4,200 crates/h in the Twin-lane version
- up to 7,500 crates/h in the non-compact versions
- maximum drying: 2-4 gr of water residue
- minimum footprint: EU from 3,800 to 4,200 mm; America from 4,200 to 5,400 mm
- energy savings of between 80% and 90%



65
YEARS OF TRAVAGLINI

Since 1950 we have been the **market leader in the design and build of:**

- **smoking, fermenting and drying rooms** for sausages and raw hams;
- **clean rooms and air conditioning** systems;
- **stoves** for mortadella;
- **thawing** systems for **meats** and other **food products**;
- **pasteurization lines, spiral freezers and freezing tunnels**;
- cold stores with **ecologic Freon, ammonia and glycol**;
- **Climatic lines** for **cheese and fish**.



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IN THE INSTALLATION,
PROVIDING TECHNICAL AND
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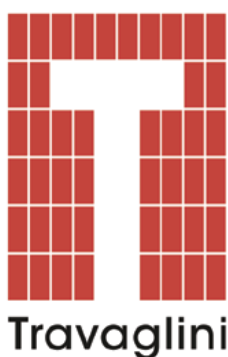


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www.travaglini.it



FAVA GIORGIO AXEL

www.favagiorgioaxel.net

HALL: 6.1 • BOOTH: B 089 - 087



LOADING AND HANDLING SYSTEM TFRC

Fields of application

Loading and handling of salami, raw ham, prosciutto ham, speck, bresaola, coppa, etc.

Description and strong points

The TFRC system and the automatic loaders MB are internationally patented and offer many advantages: exceptional compactness; modular realization, easy to enlarge; very limited floor obstacles for a simpler environmental sanification; limited oscillations that reduce the contact between the products and the lifting and inserting forks; big dimensioning that guarantees a very long life of the components, with negligible maintenance costs; plant engineering solutions of new generation permit to realize in field connections free from electromagnetic pollution.

Technical information

The loading systems TFRC and the loaders MB are the best solution for restricted spaces, both in plan and in height, and they fit at the best the existing equipment, with clear economic profit. The main features are: the great solidity, exceptional flexibility, simple and easy operator interface.

FRIGOMECCANICA

www.frigomeccanica.it

HALL: 6.1 • BOOTH: B 041



CLEAN ROOMS

Fields of application

Ready-to-eat and fresh food processing and packaging area air conditioning systems.

Description and strong points

Frigomeccanica clean rooms technology has been developed to respect your environmental processing conditions, enabling you to set the appropriate thermo-hygrometric and air filtration parameters all along the processing areas and in any clean rooms class tailored to your needs. Inside climate temperature properly balanced with outside weather conditions and the possibility to increase your energy saving with free cooling are assisted by the last comer Air Handling Unit - Frigomeccanica 'Blu Series' - top performances and strong contribution to your energy costs savings.

Technical information

Clean rooms, AHU 'Blu Series' powered, guarantee high standard control of the concentration of airborne particles from inside and outside so to minimize the bacteria contamination of food and maintain ideal conditions for the most delicate industrial processes.

FRIGOJOLINOX

www.frigojollinox.com

HALL: 10.1 • BOOTH: D 048



MULTIFUNCTION BENCH BM50 TOP

Fields of application

Processing of food products and sterilizing packaged products.

Description and strong points

Multifunction Bench BM50TOP allows to perform the entire production process. Ideal for the production of: jams, marmalades, jellies, syrups, fruit juices, sauces, pates, vegetables pickled in oil and pickled, mirepoix of vegetables and meat, legumes and soups, condiments etc.

Composed of two tanks, completely independent, in which you can perform several processes: cook/concentrate in vacuum at 50/60°C, mix in vacuum, cook/concentrate or fry lightly up to 140°C, cook/scald under pressure or not in water or other liquid, steam cooking under pressure, steam sterilization/pasteurization or in water with parameter setting F0-F100-F71 and with temperature in the heart of product up to 121°C.

Technical information

- volume of the cooking tank: 54 liters
- volume of the tank of sterilization: 70 liters
- capacity per cycle: 20/50 kg of product

FRIGOR BOX INTERNATIONAL

www.frigorbox.it

HALL: 10.1 • BOOTH: C 088



BLAST CHILLER AND FREEZER PABATECH MOD. SIBERIAN SB 151124

Fields of application

Blast chilling and freezing of bakery and pastry products, any kind of foodstuffs.

Description and strong points

Roll-in blast chiller and freezer suitable for one rack for Gastronorm trays 530x650 mm or Euronorm trays 600x800 mm. It allows the following cycles, to stop the bacterial alteration of the products, in compliance with the sanitary standards: blast chilling from +80°/+90°C to +3°C in max. 90' (1,5 h); blast freezing from +20°/+25°C to -18°C in max. 240' (4 h); blast chilling/freezing from +80°/+90°C to -18°C in max. 240' (4 h).

Technical information

- outside cladding white Pvc-coated galvanized steel, smooth finish
- inside cladding stainless steel Aisi 304 scotch-brite, smooth finish
- panel thickness 100 mm
- hinged door 750x2100h mm with frame heating
- split refrigeration unit with 2-stage semi-hermetic compressor for temperature down to -40°C

PIETRIBIASI MICHELANGELO

www.pietribiasi.it

HALL: 10.2 • BOOTH: G 019



COMPLETE PASTEURIZATION UNIT

Fields of application

Milk processing.

Description and strong points

Tailor made complete units, skid mounted, including plate or tubular heat exchanger, separator, deareator/deodorizer, homogenizer, long holding pipe.

Technical information

Heat recovery, undirect steam or hot water or electrical heating, hot tested in our factory before delivery.

PANNELLI TERMICI

www.pannellitermici.it

HALL: 9.1 • BOOTH: E 060



PANELS SANDWICH THERMODULAR

Fields of application

Clean rooms and food environments with controlled temperature.

Description and strong points

Product of the highest quality and durability, thanks to a 40 year-long experience in the field.

Technical information

- extruded polystyrene insulation with closed cells
- cortex suitable for aggressive and food processing environments

follow

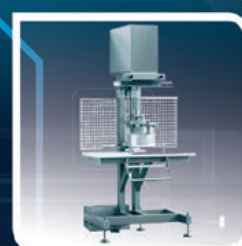
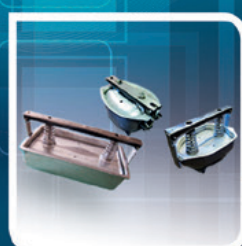


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HALL 6.1
E 038

MENOZZI
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Machinery and Technology for Meat Processing

www.menozzi.com
info@menozzi.com
+39 0522 35471



ILPRA www.ilpra.com

HALL: 9.1 • BOOTH: A 058 - B 059



ILPRA FOODPACK MACHINE MODEL M7

Fields of application

Food: dairy, pasta, meat, fish, vegetables, ready meals.

Description and strong points

The M7 model is a fully automatic high production tray sealer. The machine is designed to satisfy different packaging needs: N for sealing only, V/G for vacuum packaging or vacuum/gas packaging.

Hygiene and complete access: the IP 66 class protection and the stainless steel material the machine is constructed of make the M7 able to withstand aggressive environments. Complete access to the sealing area is easily gained by lifting both the front and rear doors of the machine. The working table is designed to avoid the stagnation of washing liquids. All the belt conveyors are removable and washable.

Versatility and customization: to grow the high value for M7 model, a wide range of options and different loading conveyors are available.

Technical information

High technology: the machine is designed with ILPRA E-MEC technology based on electro-mechanical motion of working stations which offers low energy consumption and low maintenance.

INOX MECCANICA www.inoxmeccanica.it

HALL: 9.1 • BOOTH: D 100 - E 101



PIC99 B

Fields of application

Stuffing and packaging for fresh meat and sausages.

Description and strong points

PIC99B is used for the stuffing of products intended for drying, seasoning, smoking and also cooked products. Sizes range achievable is between 60 mm and 180 mm of diameter. With PIC99 it is possible to stuff products in casing and net at the same time. Thanks to an accurate precision and easy management by PLC, it's possible to significantly reduce packaging cost with less waste of casing and net. Innovations made to the new model available from March 2018 consist of higher speed compared to the previous model, blue plastic materials, renewed hygienic design.

Technical information

- can be connected to an automatic sticks loader that directly hangs the product on the sticks, which will then be placed on trolleys or racks
- the machine is further customizable with: hydraulic or pneumatic pusher cylinder; pushing cylinder with adjustable stroke; loop inserter device; router for remote service

IMA DAIRY&FOOD ima.it/foodanddairy

HALL: 7.1 • BOOTH: A 040 - B 041



ERMETIKA

Fields of application

Beverages & baby food, pasty products, yoghurt, soups, sauces, dressings, pet food, pureas & compotes.

Description and strong points

Ermetika is a high-speed, continuous motion rotary machine assembling, filling and sealing spouts and premade pouches in a wide variety of shapes and sizes. High efficiency and premium quality results for countless products typical of the food and dairy market.

Ermetika adapts easily in order to handle film, spouts and caps from different suppliers, and uses the 'filling through the spout' technique (spouts are sealed to the pouch before filling) to ensure 100% pouch filling is achieved, thus generating significant savings on materials.

Fitted with the leaking test system (patent pending), Ermetika is the only machine on the market able to check the resistance of the pouch seal.

Technical information

- continuous motion machine
- flexible system to handle film and spout/cap from different suppliers
- shape and size format changeover in 15 minutes

ANTONIO BORGIO & C. SAS www.borgio.it

HALL: 6.1 • BOOTH: C 058



TYING MACHINE MODEL AS 100

Fields of application

Sausage production.

Description and strong points

AS 100 is not only the name to identify it, but our project's Anchor. We aspire to have 100% in all. We have settled in advance three main points: the versatility for products to bind, an easy and safe cleaning, the practicalness for who uses it and manages the technical service.

Technical specifications

- practical in the fixing with all Italian and foreign fillers
- suitable for the binding of sausages, in particular those filled in natural pork casing, cow or 'collato', collagen or similar with caliber from 18 to 75 mm, loaded on the pipe crimped, single piece or loose in skein, with curved or straight shape
- You can bind these products in continuous way separated only by one binding; in separated way by double binding for a better drying during the process of seasoning or to have a space between the sausages for cutting

RESEARCH, EXPERIENCE AND RELIABILITY SINCE 1962

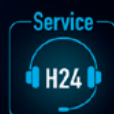
FRIGOMECCANICA

We operate worldwide



Discover our
technology energy
saving systems

- Self-adjusting condensation • Enthalpy air renewal • Sub-cooling
- Condensation heat recovery system • Ammonia and carbon dioxide refrigeration systems



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Industrial Refrigeration Systems

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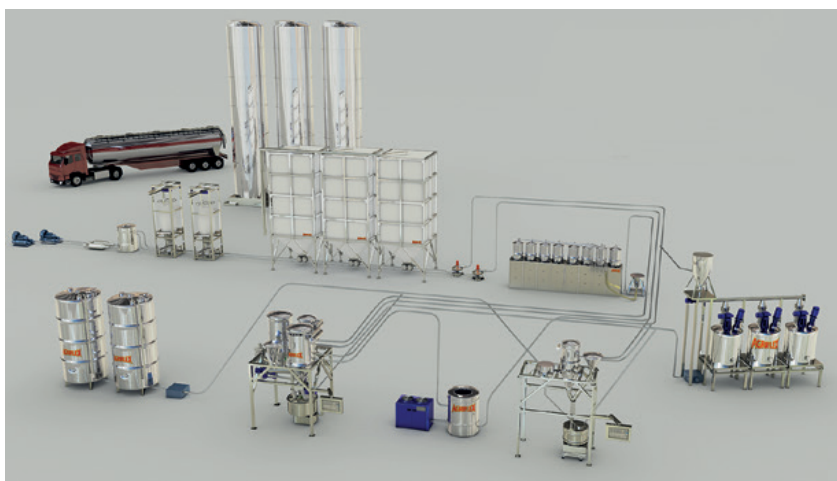
Tel. +39 0521 835666 • Fax +39 0521 834070 • info@frigomeccanica.it • www.frigomeccanica.it

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20-23 MARCH 2018
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AGRIFLEX www.agriflex.it

HALL: 4.2 • BOOTH: D 031 - C 030



THE FLOUR COOLING SYSTEM (PATENT NR. 1401347)

Fields of application

For the food industry, in particular applied to the baked products.

Description and strong points

Dough temperature control is a key factor in obtaining constant and ideal quality in the production of bakery. In fact, the cooling process of the flours allows slowing down the rising of the dough and adequately adjusting it to the times of each production line.

Technical information

- high energy efficiency thanks to the direct exchange and consequently reduced operating costs
- high effectiveness thanks to the considerable temperature reduction
- complete system automation that ensures the correct temperature of the dough, compensating the temperature variations of the other components and ambient temperature
- ease of maintenance since all areas can be easily cleaned

BIZERBA SE & CO. KG www.bizerba.com/it

HALL: 10.1 • BOOTH: A 090



PACKSECURE L

Fields of application

Food industry: packaging lines with automatic product change.

Description and strong points

Full packaging inspection by vision: seal integrity and proper labeling as key criteria for package integrity. Defective seals, mislabeling or bad information on any side of the packs are detected and can be rejected. PackSecure also automatically contributes to the total traceability of the product by archiving all images captured during production and by monitoring the packaging line with a regular output of production reports.

Technical information

- detects contaminations/foreign bodies from 1 mm² in the seal on trays, flow packs and cups
- checks presence, position and orientation of labels
- reads information such as characters and codes on top and/or bottom side(s) of the package: regardless of marking technology (ink-jet, thermal transfer, laser)
- checks proper matching of labels
- no integrated rejection device but reporting of detected errors

MARTIK

www.martik.it • www.pulitak.com

HALL: 5.2 • BOOTH: A 081

ERTIK

Fields of application

All food industries.

Description

and strong points

Innovative element of this machine is the position of the hand nebulizer: it is set up on the exit gate. The operator can then perform the sanitizing operations avoiding to turn the body. At the end of the process, the gate with the nebulizer opens completely allowing the passage of the operator while a rotating barrier prevents other people to go through.

Technical information

Operating use: compressed air; electro-pneumatic system.



THE TASTIEST CHEESE IS FRESHLY CUT!

SINGLE AND IN LINE MACHINES FOR THE CHEESE CUTTING

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www.caseartecnicabartoli.it - Via Quintino Sella, 21/A - PARMA (IT) - T. +39 0521 982381

Since 1960

MENOZZI LUIGI & C.
www.menozzi.com

HALL: 6.1 • BOOTH: E 038 - F 039



TUMBLER: MASSAGER – MARINATOR

Fields of application

These machines are employed to tumble, that is massage the meat with brine, salt or other ingredients, to help the absorption of flavours and make the meat tender.

Description and strong points

These machines are very reliable, have a strong construction and their components are of the best quality. This massaging-marination system is very versatile, it can be used to cure all kind of meats.

The highest quality of the massage is guaranteed by the internal fins, that have a particular shape and inclination, able to produce a gentle massage or a stronger massage action simply changing the direction of rotation of the drum and the rotation speed, or the kind of vacuum: continuous or pulsed or absent.

Technical information

Available in four different sizes with the following loading capacity (kg of meat): 750; 1400; 2400; 3500. Each Tumbler can be equipped with: vacuum pump (standard on each machine); double jacket for cooling and thermal control system managed by the PLC; automatic brine intake regulated by flow-meter managed by PLC; automatic discharge program.

REDA
www.redaspa.com

HALL: 10.2 • BOOTH: A 020 - B 021



VEGETABLE DRINKS LINE

Fields of application

Vegetable drinks (soy, rice, oats).

Description and strong points

Complete plant for the production of vegetable drinks based on soy, rice, oats, etc. The line involves the transformation of the raw material (seeds) into a liquid drink, suitably treated, ready to be used as such or used for formulations with other flavors (vanilla, cocoa, coconut, etc.). The drink thus obtained is then sterilized for subsequent aseptic filling or for other uses.

Technical information

The transformation processes are studied in line and realized in order to obtain drinks that fully respect the balance of the nutritional substances of the starting raw material and to have a final product with the best qualitative characteristics of taste and flavor.

OFFICINE DI CARTIGLIANO
www.cartigliano.com

HALL: 10.2 • BOOTH: B 081 – B 089



HIGH FREQUENCY TECHNOLOGIES FOR PASTEURIZATION AND STERILIZATION

Fields of application

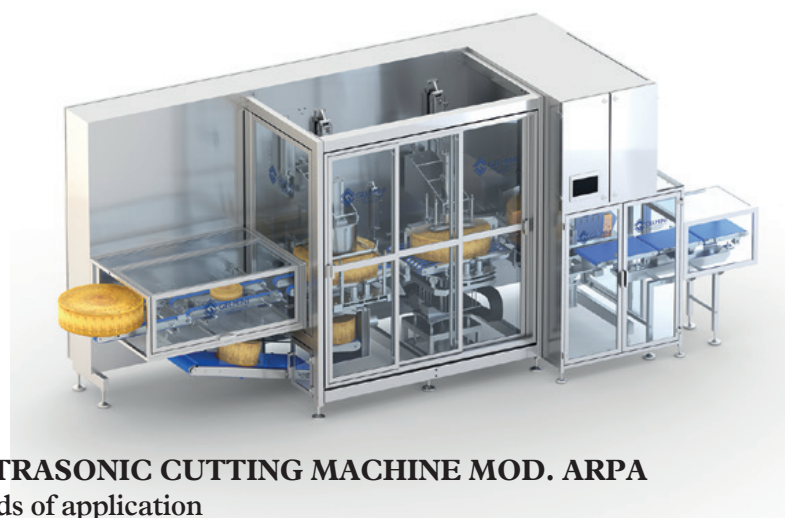
Liquid product (fruit & vegetable cubes, marmalades & jams, milk based creams, dairy products, fresh cheese spreads, ice cream mixes, vegetable drinks, fruit puree, fruit juices etc.) and solid product (drying, quick heating, quick pre-heating, sterilisation, pasteurisation, decontamination, sanitizing of dried fruit and cereals, defrosting etc.).

Description and strong points

The sterilization at low temperatures produces a considerable improvement of the organoleptic qualities of the processed; longer shelf-life; heating is instantaneous (50° dt in 0,2 seconds) and uniform on the entire product mass without the differences observed in the laminar heating; considerably less residual deposits in the plant reduces the number of washings otherwise necessary; productivity of the plant is consequently increased; easy upgrading of old plants by the addition of a radio frequency generator.

GELMINI
www.gelminimacchine.com

HALL: 10.2 • BOOTH: H 108



ULTRASONIC CUTTING MACHINE MOD. ARPA

Fields of application

Round soft and semi-hard cheese.

Description and strong points

Productivity, versatility and precision are the main qualities of the cutting unit mod. Arpa, equipped with an ultrasonic cutting system to work with soft cheeses of different sizes. Completely made of stainless steel with cantilever tapes, equipped with a 3D scanning vision system installed in the cutting area, which also allows to process irregular geometry forms and a weight picker to run continuously Correction of cutting angle to chase the nominal weight.

Technical information

- power supply: 380V - 50Hz
- power installed: 13 kW
- air supply: 800 NI 6 bar
- dimensions: 5100x1850x2300 mm (LxWxH)
- height conveyor input: 900 mm
- height of exit conveyor: 900 mm
- curb weight: about 4000 kg
- product size input: diameter 250-650 mm, 60-180 mm height

TOP TECH SPECIAL INSERT

FRIGOMECCANICA

The internal structure of the Air Treatment Unit is made of TIG welded stainless steel chambers with rounded corners, in order to facilitate cleaning operations and prevent stagnation and bacteria development, to help maintaining the best level of hygiene.

The highest thermal and acoustic insulation is given by sandwich panels having thickness of 100 mm with high density expanded polyurethane.

Frigomeccanica has launched a new series of Air Treatment Units (ATU), combined with the most advanced technologies for the design and development of clean rooms, curing and drying rooms dedicated to the food sector, especially dairy production.



**Come to visit
us at Anuga
FoodTec
Hall: 06.1
Booth: B 041**

For over 50 years, Frigomeccanica has been producing tailor-made plants dedicated to any kind of food production, both in Italy and abroad.

Air Treatment Unit 'Blu Series'

Use of electric centrifugal plug fans treated with epoxy paint, absolute filters intended for food applications, stainless steel dampers, handles, and hinges.

This kind of ATUs perfectly combines with plants and environments designed according to the highest quality standards in terms of energy efficiency, hygiene, employees' well-being, complete control of temperature/humidity, continuous particle monitoring if needed, cleaning and maintenance procedures.



Frigomeccanica
www.frigomeccanica.it

MILKYLAB www.milkylab.it

HALL: 10.2 • BOOTH: B 010 - C 011



AUTOMATIC STRING CHEESE PRODUCTION LINE

Fields of application

Cheese processing machines.

Description and strong points

MilkyLAB automatic line for the production of string cheese consists of: steam cooker-stretcher, automatic moulding machine with special extruding system, cooling and cutting system. The final product will have a perfect shape with peelability and consistent texture.

Technical information

- the special extruding system allows to obtain separated parallel cords of cheese
- the cooling system is composed by independent transportation channels for each string cheese. While the string cheese goes forward, the nozzles will spray cold/brine water on it. The water temperature will be controlled by plate heat exchanger
- the cutting system has independent blades, one blade for each cord of cheese
- the whole production line completely arranged for automatic CIP cleaning

MINERVA OMEGA GROUP www.minervaomegagroup.com

HALL: 6.1 • BOOTH: E 090



FULL CUBES ICE MAKERS, CIM SERIES

Fields of application

Horeca and food services.

Description and strong points

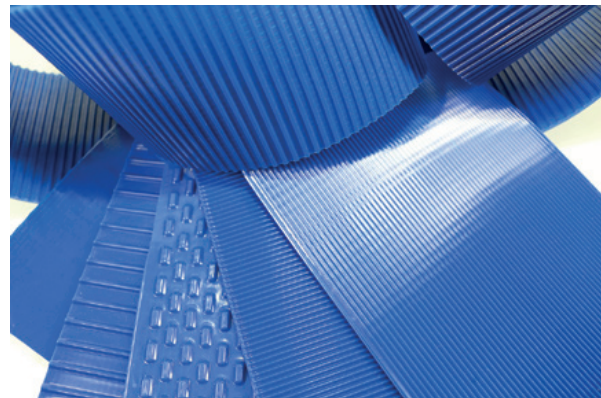
Ease of use, easy installation, long-lasting and reliable machines, best value for money, electronic controls, self-contained ice collecting bin. CIM series, which is part of Ice-Tek line, includes nine models which differ in dimensions and production capacity, in order to meet the needs of every single customer. Design, production and assembling are all made by Minerva Omega Group. These full cubes ice makers can be equipped with Nemosy, an innovative technology for monitoring and managing the whole machine inventory from a web platform. One of the last innovations is the capability of detecting the pH level of the water.

Technical information

- construction in stainless steel and specific materials approved for contact with foodstuff
- air or water condensing systems
- electronic controls
- productivity from 20 kg/hour to 300 kg/hour (from 1.170 cubes to 17.600 cubes)

MEGADYNE GROUP www.megadynegroup.com

HALL: 4.2 • BOOTH: D 07



MEGALINEAR FC

Fields of application

Food processing industry, dry and wet food such as bakery applications; frozen foods; cheese, meat, poultry, fish slicing and packaging.

Description and strong points

FC is the acronym for Food Contact. Megalinear FC is the new polyurethane timing belt for the food processing industry, made with food contact approved materials according to European regulations EU 1935/2004, EU 10/2011 and EU 174/2015. Megalinear FC belt matches the power and precision for synchronous conveying (balanced tracking, low running tension and low vibration) with the required hygienic criteria for food contact. Clean, safe, total hygiene.

Technical information

- polyurethane open end timing belt, FC approved
- body: dark blue thermoset polyurethane 85 ShA
- cord: Kevlar
- surface: available with longitudinal or transverse ribbed, smooth, triangle, oval knobs.
- range: T5, T10
- working temperature: -25°C/+80°C

NIEDERWIESER www.niederwieser.it

HALL: 6.1 • BOOTH: B 21



COMBIVAC & COMBIFLEX WITH PRINT FINISHING WITH TACTILE EFFECT

Fields of application

Food packaging.

Description and strong points

By means of a special treatment of the surface of the printed films, Niederwieser is able to create finishes that enrich the materials surface making it truly seductive. 'Mineral' additives printed on the film-surface produce various haptic effects. The result is a three-dimensional packaging, natural to the touch, with a paper, wood or silk effect of great authenticity. During the Gulfood Manufacture Industry Excellence Award and gala dinner at the Armani hotel Burj Al Khalifa Dubai, Niederwieser gladly accepted the highly coveted award for our print finishing with tactile effect.

Technical information

Flexible film up to 11 layers and vacuum pouches with print finishing with tactile effect.

ROBOPAC
www.robopac.com

HALL: 8.1 • BOOTH: B 060 - C 069



HELIX EVO

Fields of application

Food, beverage, logistic, chemical.

Description and strong points

The Helix Evo are the most advanced rotating arm fully automatic stretch wrappers. The modularity of the machines allows every possible upgrade, including the addition of the top inside pallet cover device. They adopt the state-of-art 'Cube Technology' that allows to deliver exactly the right amount of film at exactly the right position with exactly the right containment force (E3 concept) for film stretching in a compact, flexible and modular layout. The machines have been designed to minimize the Tco (Total cost of ownership), drastically reducing maintenance as well as operating costs.

STANDARD TECH IMPIANTI
www.standard-tech.it

HALL: 4.2 • BOOTH: B 030 • AREA 'MADE IN ITALY'



CLEAR ROOMS 'STERIL-TECH'

Fields of application

'Steril-Tech' clean room is a concentration of technology in the field of steril processing locals.

Description and strong points

A constant applied research carried on by Standard Tech for more than 25 years, makes 'Steril-Tech' clean rooms the ideal environment to process and package in food, pharmaceutical, microbiological and electronic industries.

Technical information

Sanitizable 'Isostandard' panels and doors, 'Unigen-Plus' totally washable air handling units, and 'Control-Tech 3000' PLC control with monitoring systems are the main components to ensure all classes according to ISO 14644 -1:2015.

follow



Dal 1945, solo



TRUST IN MADE IN ITALY

An automatic patty former line for the production of hamburgers, medallions, meatballs, sticks and many other special shapes, with the desired dimensions. Various ingredients such as beef, chicken, fish can be processed in combination with grated bread, eggs, cheese, soy and spices. These machines are characterized by high productivity: some models reach up to 2.100 cycles/hour with high precision of the desired portions.

All Automatic Patty former machines included in our product range are equipped with a completely removable stainless steel hopper. All the components that come into contact with meat or the other mixtures are approved for use with foods, in compliance with the provisions of HACCP procedure. Some models are equipped with an adjustable outfeed conveyor belt which can be connected in line with other automatic packaging systems. Highest cleanliness, ease of use and maximum safety for the operators

Versions with refrigerated hopper to keep the cold chain unaltered and reduce bacterial proliferation. (more cleanliness, less wastes, machine always ready for use).

Machines in compliance with CE standards.



NEMOSY
nexus monitoring system



All Minerva Omega Group machines can be "smart" thanks to **NEMOSY** (NEXus MONitoring SYstem), an innovative technology for monitoring and managing the whole machine inventory remotely from a web platform. Application designed for end-users, safety officers (**SAFE**), persons in charge of maintenance and assistance (**TECH**) and many more. **IoT (Internet of Things)** is already a reality for our machines.



www.minervaomegagroup.com
laminerva@laminerva.it

WAMGROUP
www.wamgroup.com

HALL: 4.2 • BOOTH: A 78



BATCH-TYPE SINGLE SHAFT MIXERS WBH

Fields of application

WBH Batch-Type mixers are used for mixing dry powders, granules or short fibres, for moistening, agglomerating or granulating the same materials, or for mixing liquids or low viscosity pastes.

Description and strong points

The WBH Batch-Type single shaft mixer is the ideal machine to obtain highest quality mixtures in perfectly reproducible batches. Strong points: no product deterioration or damage; low maintenance; durable machine; power rating adapted to application; easy cleaning and access to all internal parts of the mixer; mixing know-how and test facilities.

Technical information

- capacity: 10 to 20,000 litres per batch
- mixing ratio: 1/100,000
- variation coefficient (CV): 3 ~ 5%
- possibility of adding up to 20% of liquid
- end bearing assemblies with various types of air or nitrogen-purged shaft seals or grease sealing
- heavy-duty mixing chamber manufactured from carbon steel, anti-wear steel or 304L / 316L stainless steel

RISCO
www.risco.it

HALL: 6 • BOOTH: B 40 - C 49



RISCO RS 261 DOUBLE HORN LINKING SYSTEM

Fields of applications

Production of sausages and frankfurters in natural, collagen and synthetic casings.

Description and strong points

The system is composed by an advanced servo-controlled Risco Vacuum filler, the last-born twin head linking line RS 261 and either a hanging unit or a cutting machine, depending upon the requirement of the processor. Portions are accurately and efficiently separated from the linking mechanism, ensuring constant volumes and identical products in terms of both weight and length. This process ensures optimal product handling downstream, as well as providing maximum shelf appeal for consumers.

Technical information

- quick portioning with twin horn head
- significant reduction in unproductive working time
- products of equal length and weight
- superior quality products thanks to Risco's low compression system
- wide range of applications
- hygienic design of components for easy cleaning

RAYTEC VISION
www.raytecvision.com

HALL: 4.2 • BOOTH: A 30 - B 39



DRYCE

Fields of application

Optical sorting machine for frozen fruit, frozen vegetables and dried products.

Description and strong points

Dryce is a revolutionary optical sorter for frozen and dried products, rejecting all contaminants such as foreign bodies, color defects and rotten products. The machine is equipped with the most innovative technologies ensuring accuracy and safety: a double side view with 4 cameras, 10 frequencies pulsed LED light, high 4K resolution, a 3-Way reject system and a smart-jet rejection system. In addition, it has an original ultra-clean design guaranteeing high standards of hygiene. Last but not least, it is particularly easy to use thanks to the new 'Gui' software 'Unyco' all-in-one, allowing to monitor the whole activity by means of a single e-board.

Technical information

- production capacity 5 ton/h.
- water protection IP67
- display 18,5" touchscreen
- remote board connection
- stainless steel structure with safely engineering

SOC. COOP. BILANCIAI CAMPOGALLIANO
www.coopbilanciai.it

HALL: 10.1 • BOOTH: B 051



SELECTA STEEL

Fields of application

Food technology, quality check.

Description and strong points

Built and designed for production areas with high levels of humidity or where frequent sanitization is needed. The Class leading Selecta Stainless Steel automatically weighs all the products on the production line, rejecting those falling outside the established limits and indicating/reporting the irregularities. Optimize your production control, quick ROI with 100% control. Essential for the quality control needed to check the quantities contained in pre-packed products, look for defective items. Easy-to-remove conveyor belts with a surface suited for humid products/environments. Complete stainless steel construction; IP 65 protection against water; easy cleaning and sanitation; easy and user-friendly graphic interface Large 10.4" colour display with touch screen.

Technical information

- range: 20 g - 3000 g
- capacity: 600 g div 0,2 g - 1200 g div. 0,2 g - 3000 g div. 0,5 g
- high pack per minute range up to: 240 packs/minute

**-50%
-70%
12 MONTHS**

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Being steeped in technology,
we make continuous and
semi-continuous versions of these plants,
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They are made up of two sections: heating
and cooling. In the first, the product is heated
and cooked under counterpressure, while in the
second it is pasteurized to remove bacteria without
compromising the qualities of the actual product.



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FOOD INDUSTRY SOLUTIONS

STALAM
www.stalam.com

HALL: 9.1 • BOOTH: E 029



RADIO FREQUENCY IN LINE RAPID DEFROSTING

Fields of application

Defrosting of meat, fish, dairy products, fruit and vegetables.

Description and strong points

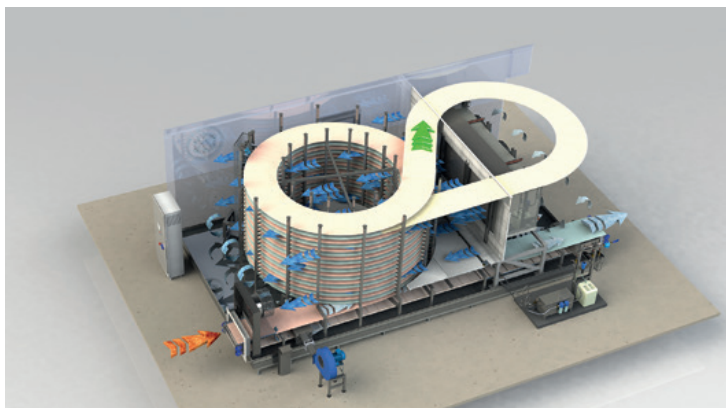
The heating process is uniform and controlled, resulting in a significant reduction of drip losses and bacterial growth, thus preserving all sensorial, chemical or physical properties. The defrosting is achieved in minutes rather than hours/days even for large product blocks and, if necessary, directly inside the packaging. Moreover, the radio frequency defrosting can be carried out continuously, with significant logistics advantages.

Technical information

- radio frequency at 27,12 MHz
- construction in Aisi 304 stainless steel submitted to anti-corrosion and shot-peening finish
- protection level IP65: the external protection boxes of the RF generator are made of insulating sandwich-type panels with sheeting and bearing frame in Aisi 304 stainless steel
- wide conveyor belt (up to 180 cm) made of certified food-grade rigid polyethylene modules or solid surface reinforced polyester

TECNOPOOL
www.tecnopool.it

HALL: 10.1 • BOOTH: F 041 - F 049



FOOD PROCESSING EQUIPMENT. FREEZERS AND THERMAL TREATMENT FROM -35°C UP TO +300°C.

Fields of application

Food industry: baked products, ready meals, meat, fish and vegetables industries.

Description and strong points

Our design office establishes an exclusive relationship with customers, built on the meeting and sharing of ideas that starts early in the planning phase and ends with the construction of truly customized system that guarantee the maximum in terms of productivity and the minimum in terms of maintenance.

Technical information

Our patented T-Worth spiral conveyor grant innovative and efficient in-line solution to proof, cool, bake, pasteurize and freeze food products. Our Freezers can be designed for Freon, CO₂, Ammonia in accordance of our customer's needs. We design processing units and complete high capacity production lines for tin-bread, free standing bread, hamburger buns, croissants, pizza and all baked products. We produce all the available line automation units such as oven loader and unloader, complete table top circuits with storage and cooling systems. Continuous and pick&place depanner, lidder and delidder.

PACKINT
www.packint.com

HALL: 10.2 • BOOTH: F 009



CHOCOLATE MACHINES

Fields of application

Chocolate, ice-cream, bakery, confectionery, ingredients.

Description and strong points

Industrial process machines for the production of chocolate (tablets, spread creams, couvertures, etc.) starting from cocoa liquor, cocoa butter, cocoa powder, milk powder, sugar with production capacity from 10 to 1200 kg/h. We implement the classic process for chocolate production with two steps of refining and conching. We also supply small plants (from 5 kg/h to 150 kg/h) for high quality artisan chocolate production, starting directly from cocoa beans.

Technical information

For refining we use the low speed ball mill technology, the best for small productions (we have lines from 10 kg/h to 1200 kg/h). Achieving a final fineness under 18-20 microns, maintaining the flow properties for the chocolate, and keeping temperature under control. For conching we provide vertical rotary conches, with different levels of intensity depending on the product.

M.F.T. (MORRONE FOOD TECH)
www.mftitalia.com

HALL: 4.2 • BOOTH: E 049



AUTOMATIC RING SLICERS, WEDGERS AND CHUNKERS: THE MW AND THE MW-R MODELS

Fields of application

Production of dehydrated and fresh-cut fruit.

Description and strong points

Thanks to its long experience in the fresh-cut fruit and dehydrated fruit industries, M.F.T. has recently implemented its automatic fruit cutters with new integrated functions making them suitable for slicing several types of fruit.

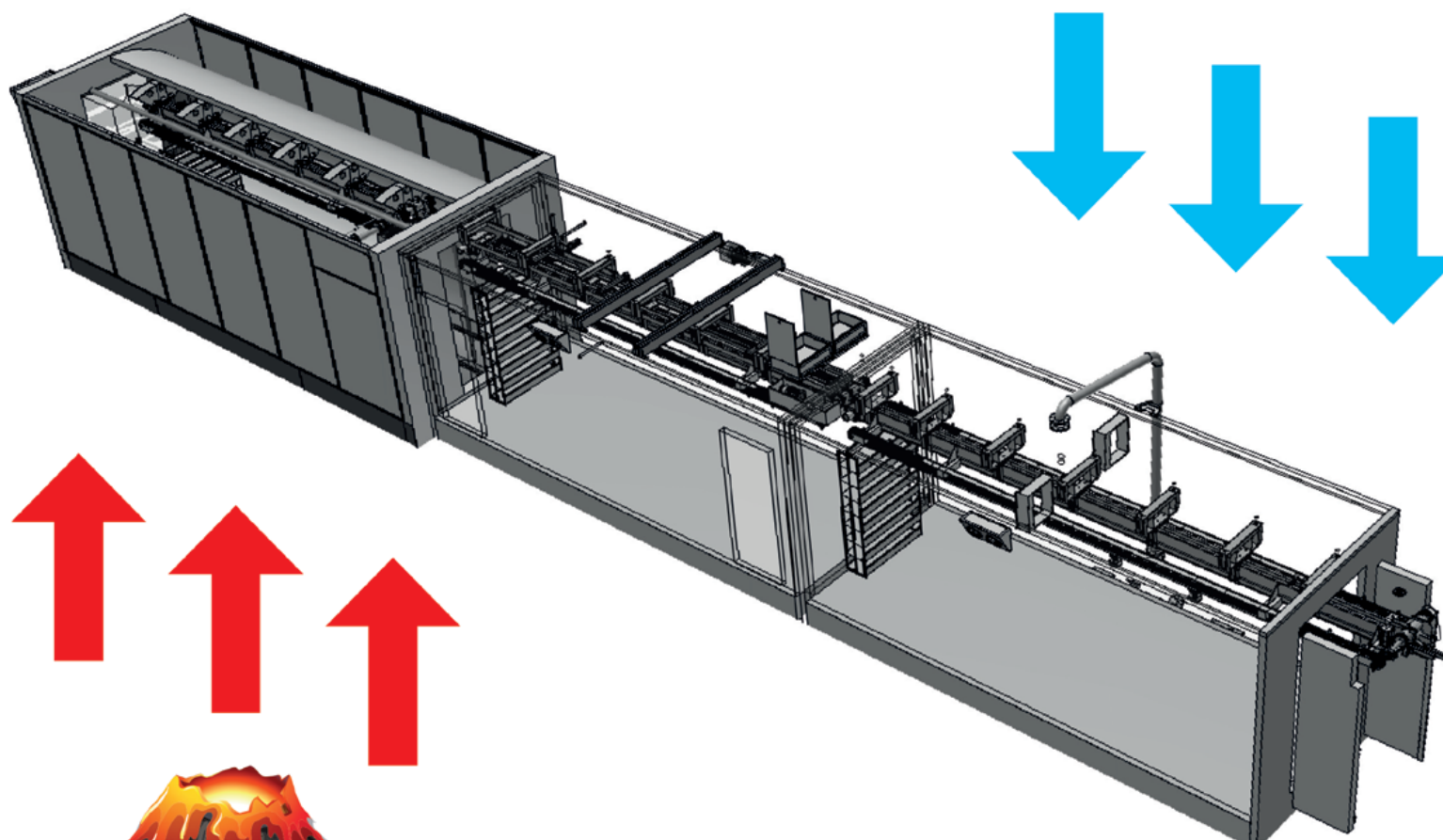
Technical information

Dedicated to the dehydrated fruit sector, the Automatic ring slicer mod. MW-R has been now implemented for coring and cutting into rings apples, pears, peaches and nectarines with the possibility of producing smooth ring slices (down to 2mm- thickness) and crinkle-cut slices.

Suitable, instead, not only for dehydrated fruit production but also for the fresh-cut industry, the automatic fruit wedger and chunker mod. MW cores and cuts not only apples but also pears, nectarines and peaches into segments, chunks and sticks. The same machine may also be used for slicing persimmons and tomatoes.

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production processing time

-70%

energy consumption

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shelf life (depending on product type)



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STOMMPY www.stommpy.it

HALL: 4.2 • BOOTH: B 051



STOMMPY IMPACT SAFETY SYSTEMS

Fields of application

Industry, including food & beverage industry.

Description and strong points

Stommpy Impact Safety Systems, made with the innovative and highly-performing technical polymer Tecklene, represent the best solution for companies to ensure a double protection both regarding hygiene issues, and also providing protection for people in the workplace. Tecklene does not emit toxic substances when exposed to flame, it is resistant to saline solutions, acids, alkalis, alcohol and gasoline. Furthermore, it is odorless and physiologically harmless but also unbreakable, which prevents it from falling into many pieces and possibly contaminating the food nearby.

Technical information

Tecklene is perfectly in line with the strictest Haccp standards and has a certification of non-toxicity, which makes it suitable for use in food environments, with operating temperatures between -40°C and +50°C. Another advantage is the guarantee of impermeability.

GRASSELLI www.grasselli.com

HALL: 6.1 • BOOTH: C 089



KSL PC

Fields of application

Fresh meat fixed weight portioning. Controlled weight slicing for poultry. Poultry slicing.

Description and strong points

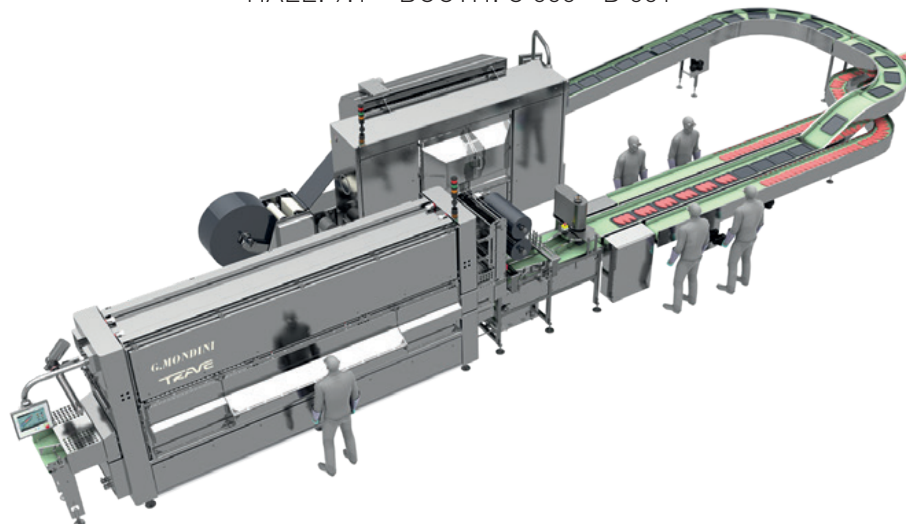
KSL/PC is a weight control automatic horizontal slicer capable of dynamically adjusting slice thickness through blade separation to obtain equal weight slices. The KSL/PC is able to process product at a speed up to 500mm/s, meaning up to 90 chicken breasts/min or 360 slices/min. This guarantees high productivity, minimum giveaway (less than 2%) and a quick and easy return on our customers' investment.

Technical information

- working width: until 250 mm
- measures: mm 2398,9x4226x1376,3(h)
- weight: 1340 kg.
- motor power: 2,5 Kw
- operator control circuit: 24 V
- air consumption: 20 lt/min

G.MONDINI www.gmondini.com

HALL: 9.1 • BOOTH: C 060 - D 061



TRAVE + PLATFORMER

Fields of application

Food packaging: forming trays on demand, in line, from a reel.

Description and strong points

Combining the Mondini Trave with the Mondini Platformer, the packaging line becomes what could be defined as a 'thermoformer', giving the best of both worlds: thermoforming and tray sealing. A unique system which will allow customers to drive down their final pack cost, embracing a unique differentiation and tiering capability.

Technical information

- Trave and Platformer combined together deliver the ultimate packaging line driving down the cost and extending pack tiering
- base tray waste of just 2%
- simple, fast tray format change over
- in-line, on-demand feeding
- quick reel change over
- whether using trays made in line or pre-made, the line is designed in such a way that the product can be filled either automatically or using skilled staff

B.TECH FOOD IDUSTRY TECHNOLOGY www.btechsystem.it

HALL: 6.1 • BOOTH: A 088 - A 086



KOBRA COMPACT MAXI CARTA

Fields of application

Food, pharmaceutical, and any sector that needs to hygienize hands and soles of operators before they enter production areas.

Description and strong points

Sanitising system projected and built in Italy, suitable for the cleaning and sanitification of operators before they enter production areas. It guarantees a quick access, until 3 operators simultaneously. New compact line conceived for small places. Strong and easy to maintain.

Technical information

The system is composed by: automatic soap and washing kit; drying hands kit with paper; waste basket; hands sanitification kit; washing and brushing kit and soles of shoes/booth sanitification; turnstile to enter production area. Complete of accessories.

SORDI IMPIANTI

www.sordi.com

HALL: 10.2 • BOOTH: D 057



AUTOMATIC LINE FOR MILK THERMAL TREATMENT

Field of application

Dairy.

Description and strong points

Completely automatic line for milk thermal treatment for the production of fresh pasteurised milk, milk for yogurt production, and extended shelf life milk. The plant includes various automatic controls: from the selection of the different thermal cycles to the control of the P, the process variables recording, the homogenizer automatic control, the deaeration and the milk outlet fat content control.

VELATI

www.velati.com

HALL: 9.1 • BOOTH: E10 - E18



SPREADING MACHINE

Fields of application

Salami, sausage, hamburger production.

Description and strong points

Velati spreading machine is specifically used in the salami/sausage production, designed to pre-mix and separate the components of each type of meat already minced. Thanks to the subdivision and uniform separation between fat and lean parts, it is possible to achieve significant improvements in the aesthetic quality of the final product.

Technical information

- machine built in stainless steel and equipped with all the safety devices installed
- installed power 4 KW

end



THE ART OF
cutting cheese





Target America

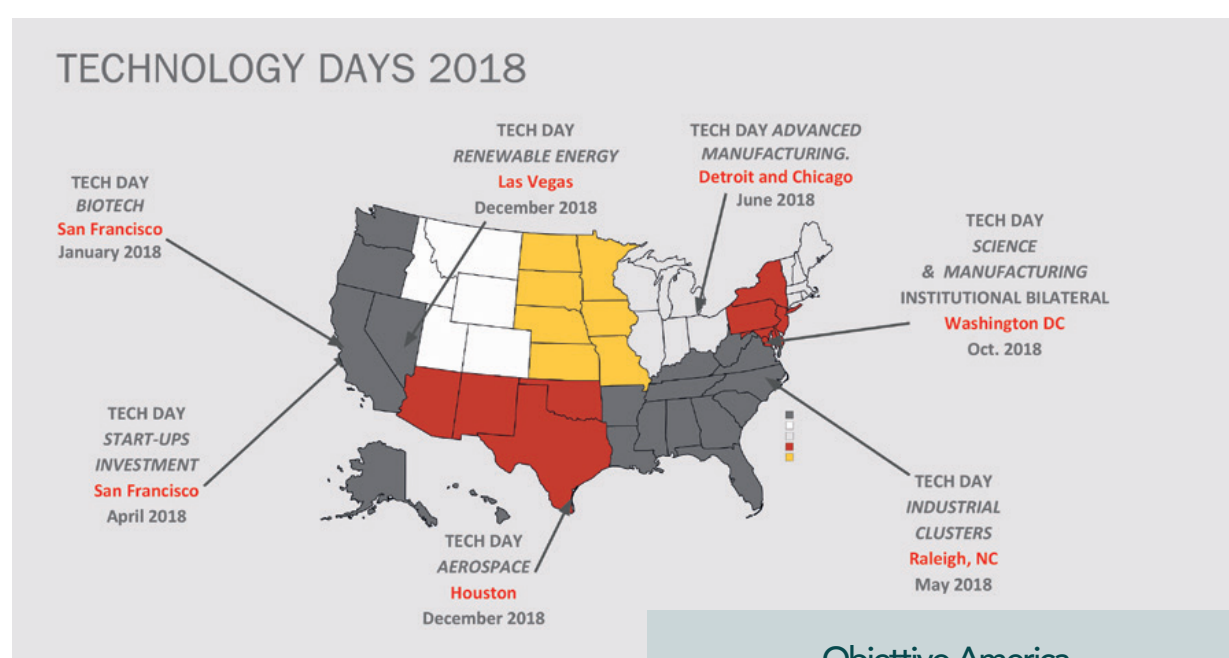
The new technology road show launched by the Italian Trade Agency (ITA) is called 'Innovation Days'. It will take place across the USA between June 2018 and January 2019.

by Carolina Pizzi

The United States has started again to invest in technology with strategic initiatives, such as the 'Manufacturing USA' plan, aimed at bringing its industry back into a leading position in the manufacturing global marketplace. A process that opens up new and interesting business opportunities for suppliers of machinery and equipment with a high level of innovation. And where the Italian Trade Agency (ITA) is playing a key role in supporting Italian producers willing to take this important chance. This is the goal of 'Innovation Days', a new technology roadshow that will touch important industrial areas in the United States between June 2018 and January 2019.

The presentation of the project took place on the past 21 February in Milan, on the occasion of the 'Italy-US Advanced Manufacturing Conference'. Protagonists of the event: major Italian entrepreneurial associations, companies and project partners, including Politecnico of Milan and Turin, supported by the Italian Ministry of Economic Development; on the US side, representatives of the Massachusetts Institute of Technology, the National Institute of Standards and Technology and other universities and research centers of the country.

"This conference comes at an extremely positive moment for relations between Italy and the US. 2017 was a record year, that saw a 10 percentage points increase in trade between our countries, for a value of 58 billion dollars (about 55 billion euro). Italian exports to the United States in the automotive, pharmaceutical and life science as well as machines sectors almost experienced a double digit growth



rate. These three industries alone now represent about 51% of Italian exports to the US," said Michele Scannavini, president of the ITA Agency. "In recent years, thanks to the implementation of the Industry 4.0 Plan, the Italian government has focused its efforts on technological innovation of Italian companies and so did our agency. Investments in support of this sector have passed from 20 to 40 million euro, beside to the opening of new desks in key markets and the launch of strong promotional activities. Now we want to take a further step forward by enhancing the partnerships between the academic and industrial world."

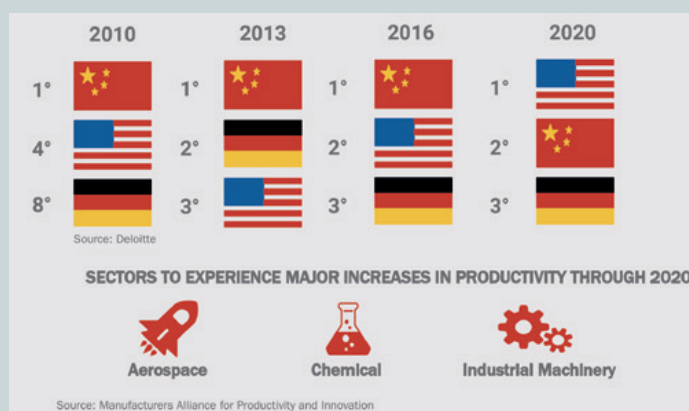
Obiettivo America

Gli Stati Uniti tornano a investire in tecnologia con iniziative strategiche volte a riportare il paese in una posizione di leadership nel comparto manifatturiero. Un processo che schiude interessanti opportunità di business per i fornitori italiani di macchinari e attrezzature ad alto contenuto d'innovazione. E che vede l'Ice Agenzia svolgere un ruolo di primo piano per favorire l'incontro fra gli attori di questo processo. È questo l'obiettivo degli 'Innovation Days', un nuovo roadshow tecnologico che toccherà importanti aree industriali degli Stati Uniti fra giugno 2018 e gennaio 2019.

WHY USA?

By 2020 the USA will surpass China as the world's leading manufacturing economy due to...

1. Renewed focus on automation, technological innovation and talent development
2. Consolidation of efficient energy policies
3. Investments in critical infrastructure
4. The relaunching of 'Made in USA'



MANUFACTURING MACHINERY TRENDS IN THE USA

Source: Euromonitor International

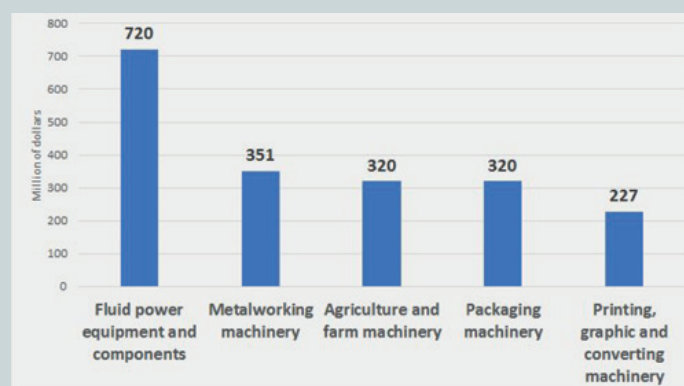
- US production of manufacturing machinery dropped by 3% in 2016, mainly due to a reduction of investments in automotive and aerospace
- An industry growth at a CAGR of around 3% is expected between 2016 and 2021
- M&As are increasing in frequency, since companies have been seeking for new market opportunities
- Investments in innovation from leading market players are expected to remain strong

USA PRIMARY INDUSTRIAL MACHINERY IMPORTS FROM ITALY

Total imports from Italy were worth

8.4 bln dollars in 2016*

* US Harmonized Tariff Code 84 (general machinery)



Source: IHS - Markit based on US Department of Commerce, Bureau of Census data

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Agriculture 4.0, the state of the art in Italy

A 100 million-euro turnover for digital technologies in agriculture and farming. But less than 1% of Italian crops are affected by this revolution. The results of a study conducted by the Smart AgriFood Observatory.

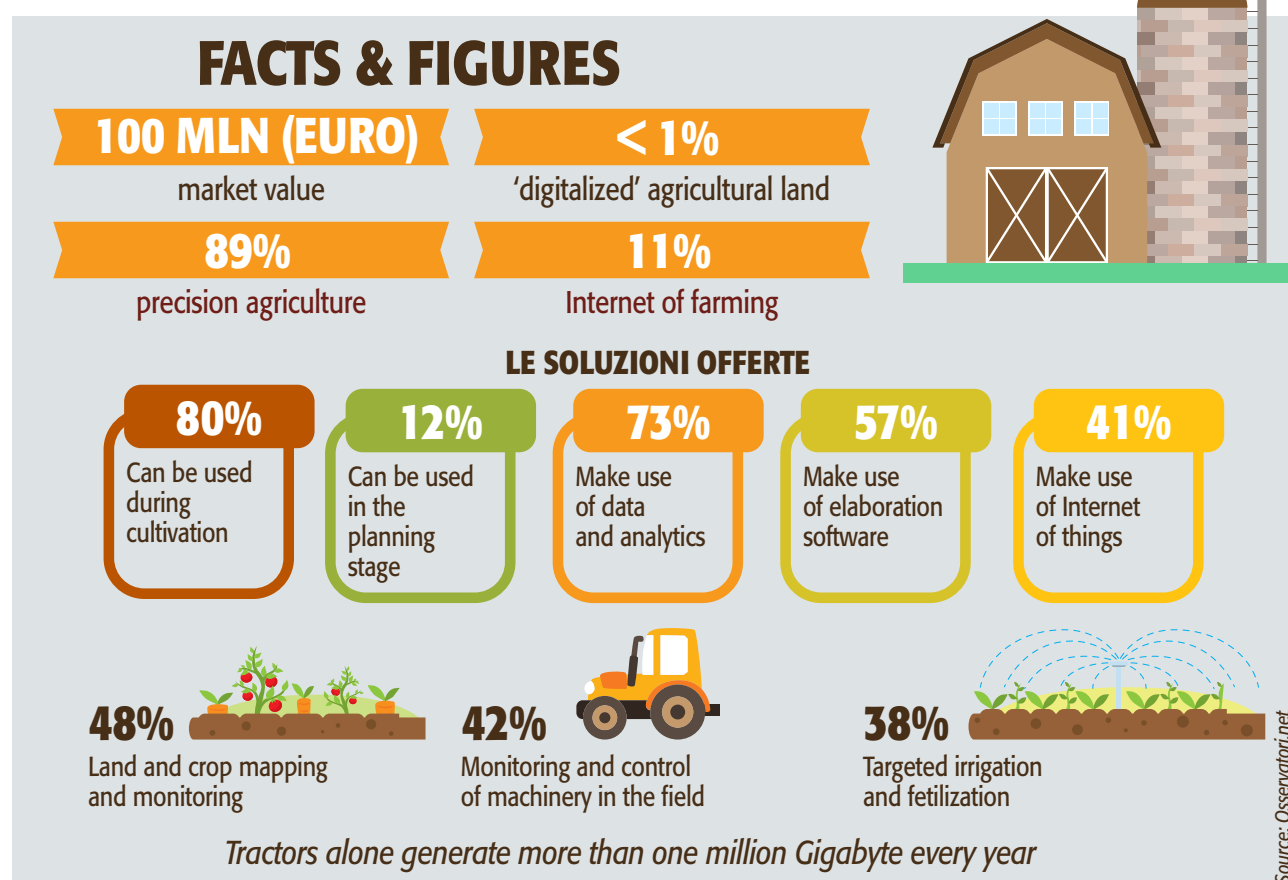
by Gianni Rusconi

Can we talk, in Italy, about Agriculture 4.0, smart farming applications or Internet of farming? Yes, we can. But not too loud. Because we are in the very early stage of a long and complex path. On the other hand, tractors alone generate more than one million Gigabyte every year, beside those generated by warehouses, livestock and companies. Hence, a lot of Big Data, despite such information is not much exploited at the moment, at least according to a recent study conducted by the Smart AgriFood Observatory in collaboration with Politecnico di Milano's School of Management, and the Rise Laboratory of the Brescia University.

More than 220 digital solutions are now available at different stages - production, processing, distribution and consumers - most of them dedicated to the Internet of Things, analytics tools and software for data analysis. Yearly turnover connected with such technologies amounts to around 100 million euro, equal to 2.5% of the sector's total turnover on a global scale. Startups - about 60, established from 2011 onwards - play a significant role in this process. But there is one figure that, more than any other, shows the early stage of this phenomenon: only less than 1% of cultivated land, in Italy, is managed with agriculture 4.0 techniques.

Nevertheless, the contribution given by sensors, drones, mobile tools has a big potential in terms of yield and sustainability, quality and traceability, as well as labor conditions. Agriculture, as highlighted by Filippo Renga, co-director of the Smart AgriFood Observatory, is one of the key sectors for the Italian economy, accounting for over 11% of GDP and 9% of exports. This is the reason why we need a boost in investments for the digitalization of the sector.

"On one side, smart agrifood can reduce the manufacturing cost of high-quality products - said Renga - on the other side, it can determine a profit increase, due to a higher brand awareness. Digital innovation can support the entire supply chain, granting sustainability to all operators. But data collection is fundamental, just like their integration and use inside farms and supply chains on shared platforms."



THE OBSERVATORY

Of the 220 solutions available on the market and included in the surveyed, only 11% enable the Internet of Farming, while 89% support precision agriculture. Approximately 80% can be used during cultivation while only 12% in the planning stage. Half of the considered solutions can be used universally in agriculture, while 27% address specifically to fruit and vegetables, 25% to cereals and 16% to wine. In terms of managed activities, 48% of solutions enable mapping and monitoring of land and crops, 42% the monitoring and control of the activities carried out by machines and equipment in the field and 35% of targeted irrigation and fertilization. Finally, if we look at the most used tools to improve traceability, the top of the rank is occupied by barcodes (used in 39% of cases), followed by the RFID labels (Radio-Frequency Identification, 32%), by management systems (32%) and Big Data (30%), while technologies like the blockchain are not much explored yet.

Agricoltura 4.0, lo stato dell'arte in Italia

Si può già parlare in Italia di agricoltura 4.0, di applicazioni per lo smart agrifood, di Internet of Farming? Sì, si può, anche se con toni moderati. Ce lo dice l'ultima ricerca dell'Osservatorio Smart AgriFood condotto a quattro mani dalla School of Management del Politecnico di Milano e dal Laboratorio Rise dell'Università degli Studi di Brescia. Che evidenzia, in Italia, un giro d'affari legato a queste tecnologie calcolato nell'ordine dei 100 milioni di euro l'anno, una cifra che rappresenta il 2,5% del fatturato complessivo stimato su scala globale. Tuttavia, solo meno dell'1% della superficie coltivata nazionale è gestito con tecniche di agricoltura 4.0.

The interview with Andrea Bacchetti, co-director of the Smart AgriFood Observatory

"We need digital culture and standardization"

There are plenty of obstacles along the path toward agriculture 4.0. One is a cultural obstacle, suggesting a poor awareness of the potential advantages offered by digitalization. Another obstacle is companies' relatively small size and early stage of development, with few chances to invest in precision agriculture. Nevertheless, some positive elements disclose a big growth potential. We talked about that with Andrea Bacchetti, co-director of the Smart AgriFood Observatory and responsible for the Innovation for Smart Enterprises (RISE) Laboratory at the University of Brescia.

Total turnover generated by smart agrifood technologies in Italy stands at 100 million euro: too little?

Definitely if compared to global turnover, that stands at

around 3.5 billion euro. Of course, we are talking about a market that finally exists, and this is quite significant if we consider the poor state of knowledge observed in relation to agriculture 4.0. But we can expect a double-digit growth rate in the years ahead, since agriculture 4.0 is a win-win model for both technology producers and users and also for the entire supply chain.

Can tech startups be a driver?

About 70% of the turnover considered in our study was generated by new-born companies and suppliers, including startups, that elaborated cutting-edge solutions and technologies. The remaining 30% comes from 'conventional' companies that are now investing in digital solutions, like suppliers of agricultural



Andrea Bacchetti

machinery, that are making their warehouses increasingly smart by integrating sensors and connectivity.

The lack of ultra-wideband in rural areas is a big problem to the spread of digital in agriculture?

It's a partial problem, but this can't be used as an excuse. Mobile 5G services in the fields are, of course, hearty welcomed, but technologies that can ensure a widespread connection between machines and plants are already available. One thing is certain: farms and farmers can't - and must not - sit still.

Are technology suppliers too distant from the needs of this sector?

The distance between demand and offer is an open issue. Smart agrifood is a new and fast-growing market and some kind of discrepancy can be expected. Conventional suppliers are now starting to digitalize their business models, and startups are still searching for their place in this market. There are virtually 1.5 million potential users, but

many of them are small-sized and with no real perception of the advantages offered by technology. The average digital 'adulthood' of our farms is still low, and it discloses infinite development possibilities in the next two or three years.

Which are, today, the most critical elements?

I believe that the biggest problem is represented by technology suppliers, and therefore companies that provide machines and equipment. They often show a narrow-minded approach, while they should be the first to push forward data sharing. Standardization is of utmost importance from an ecosystem perspective, with potential strong advantages also on the side of production, logistics and supply chain.

LPR_08



Exact weight wedges automatic cutter



LPR_02



Exact weight wedges semi-automatic cutter



TXF_01

Exact weight slices automatic cutter



ICM_01



Automatic wrapping machine



SGA_01

Automatic brushing machine



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Plastic under the spotlight

An analysis of European production, demand and waste data, issued by PlasticsEurope. In 2016, EU industry turnover was close to 350 billion euros. Total production reached 60 million tonnes.

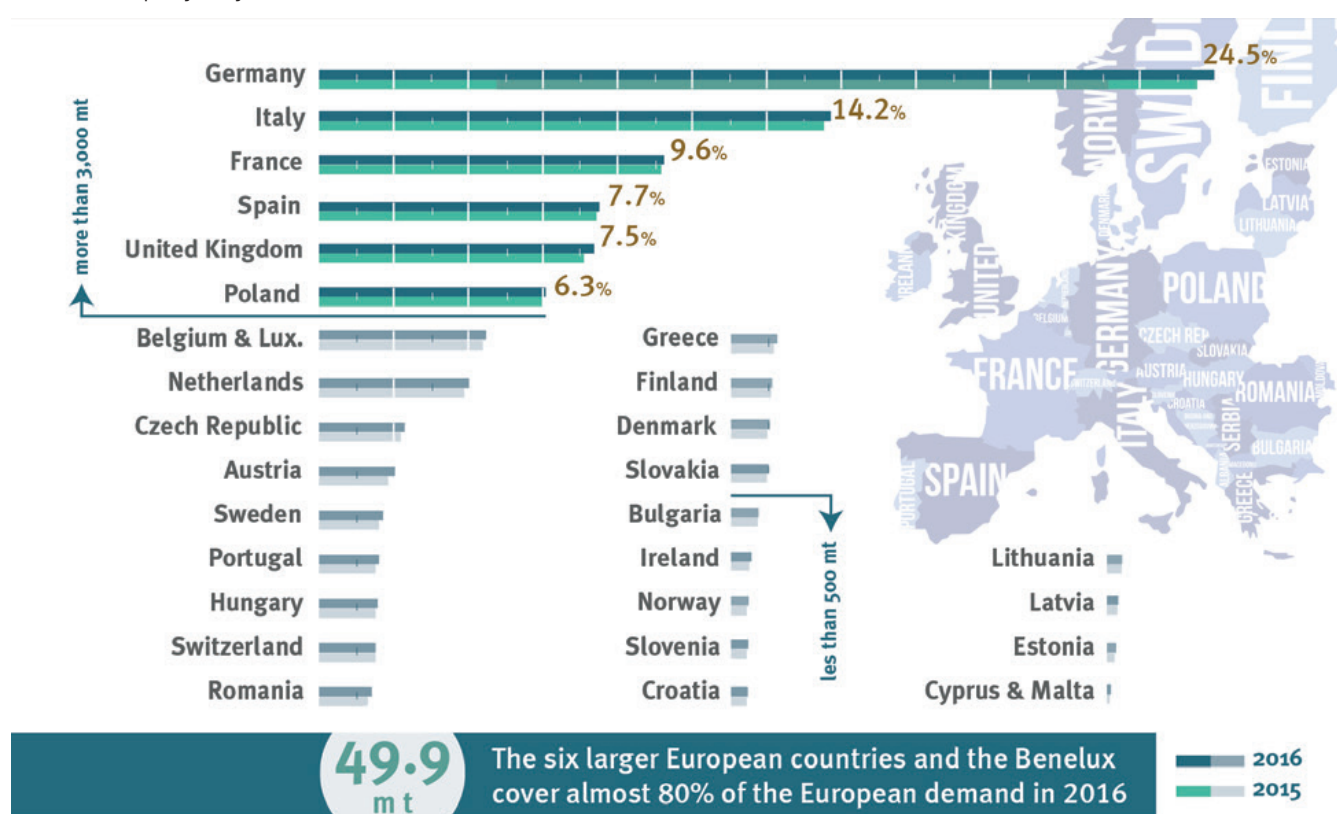
by Federica Bartesaghi

In 2016, 335 million tonnes of plastic materials were produced on a global scale. Up 13 million over previous year. Europe (EU28 + Norway and Switzerland) gave a 60 million tonnes contribution, for a total turnover of about 350 million euro. Asia remains the major producer of thermoplastics and polyurethanes, accounting for about half of the 280 million tonnes produced globally (29% only China), while Europe and the Nafta area account 'only' for 19% and 18% respectively. These data were highlighted in Plastics - the Facts', the latest report issued by PlasticsEurope, Association of Plastics Manufacturers in Europe.

In Europe, the demand for plastic materials reached 50 million tonnes in 2016. Germany ranks first, with 24% of plastic processed, followed by Italy (14%), France, (9.6%), Spain (7.7%), United Kingdom (7.5%) and Poland (6.3%). These six countries alone account for about 80% of total EU consume of thermoplastics, polyurethanes and thermosets. No surprise also with regard to major market sectors: packaging ranks first, with 39.9% of the 49.9 million tonnes of plastic processed in Europe in 2016.

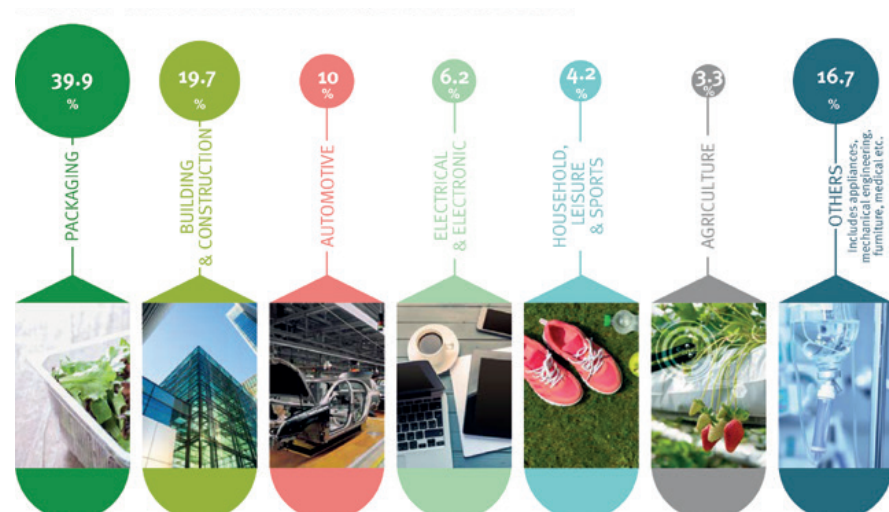
Plastics converter demand - per country

European plastic converter demand includes plastic materials (thermoplastics and polyurethanes) and other plastics (thermosets, adhesives, coatings and sealants). Does not include: PET fibers, PA fibers, PP fibers and polyacryls-fibers.



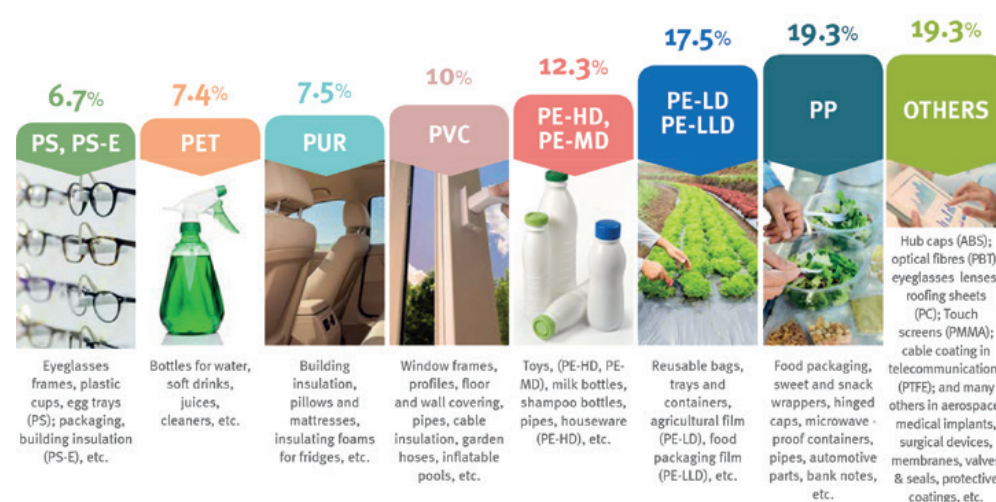
Source: PlasticsEurope Market Research Group (PEMRG) and Conversio Market & Strategy GmbH (Consultic GmbH for 2015 data)

Plastics converter demand - main market sectors



Source: PlasticsEurope Market Research Group (PEMRG) and Conversio Market & Strategy GmbH

Plastics converter demand - by polymer types



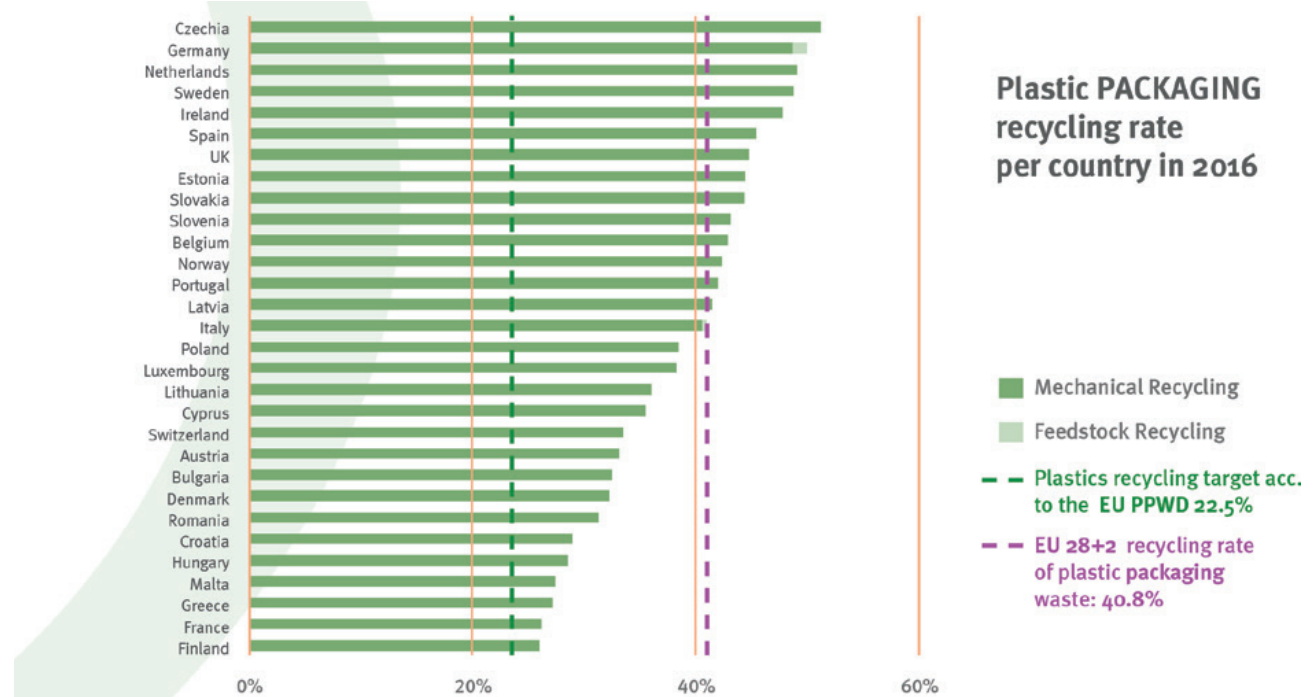
Data for EU28+NO/CH - Source: PlasticsEurope Market Research Group (PEMRG) and Conversio Market & Strategy GmbH

La plastica al centro

Nel 2016 sono state prodotte, nel mondo, 335 milioni di tonnellate di materie plastiche. 13 milioni in più rispetto all'anno precedente. L'Europa (UE 28 + Norvegia e Svizzera) ha contribuito per 60 milioni di tonnellate, e un giro d'affari che sfiora i 350 milioni di euro. L'Asia si conferma il principale fornitore di termoplastiche e poliuretani, con circa la metà delle 280 milioni di tonnellate prodotte a livello globale (29% soltanto la Cina), mentre l'Europa incide per il 19% e l'area Nafta per il 18%. È quanto evidenzia l'edizione 2017 di 'Plastics - the Facts', report pubblicato da PlasticsEurope, associazione dei produttori europei di materie plastiche.

EU plastic packaging recycling rate is close to 41%

In 2016, 19 countries had plastic packaging recycling rates higher than 35%. Only two countries achieved a recycling rate between 50 and 52% (Germany and Czechia). Total EU recycling rate for plastic packaging waste was 40.8%, well above the requested 22.5% of the EU Packaging Waste Directive.



Source: PlasticsEurope

Most countries have plastic packaging recycling rates above 35%

In 2016, 19 countries had plastic packaging recycling rates higher than 35%. Only two countries achieved a recycling rate between 50 and 52% (Germany and Czechia).

- more than 45%
- from 40 to 45%
- from 30% to 40%
- less than 30%

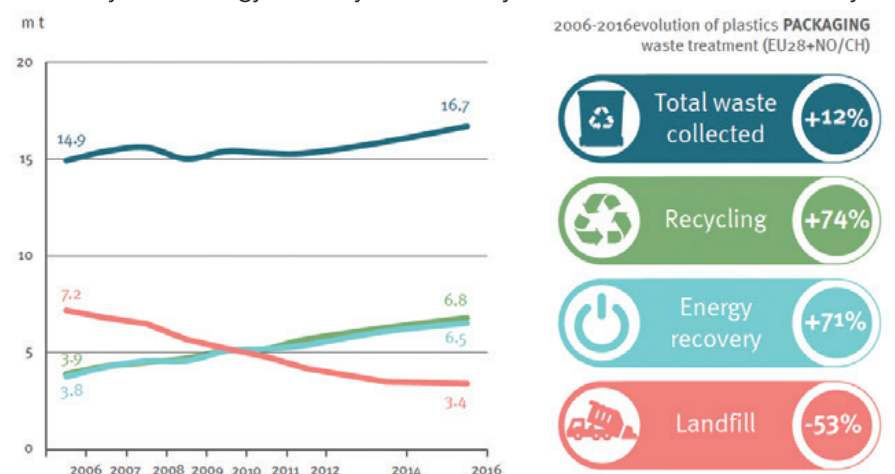
Plastic PACKAGING recycling rates across Europe



Source: PlasticsEurope

In 10 years, plastic packaging recycling has increased by almost 75%

From 2006 to 2016, the volume of plastic packaging waste collected for recycling increased by 74%, energy recovery increased by 71%, and landfill decreased by 53%.



Source: Consercio Market & Strategy GmbH

HIGHLIGHTS - THE EUROPEAN PLASTICS INDUSTRY IN 2016

Jobs	over 1.5 million people directly employed in Europe
Companies	close to 60,000 most of them SME's
Turnover	close to 350 billion euro
Trade balance	close to 15 billion euro* (* data including only plastics raw materials producers and plastics converters)
Public finances	contribution close to 30 billion euros
Industrial value added	7th in Europe
Recycling	over 8.4 million tonnes collected

Top extra-EU trade partners in value

The European plastic industry has good and long-standing trading relationships with many countries.

2016 Extra EU Exports

Plastics manufacturing	
China	17.6 %
Russia	5.8 %
USA	5.8 %
Hong Kong	5.8 %
Switzerland	5.5 %
Plastics processing	
Switzerland	12.1 %
Russia	9.4 %
USA	8.7 %
Turkey	6.6 %
China	6 %

2016 Extra EU Imports

Plastics manufacturing	
Saudi Arabia	18.1 %
South Korea	15.8 %
USA	13.1 %
Norway	4.3 %
Qatar	4 %
Plastics processing	
Turkey	17.6 %
China	17.4 %
Switzerland	9.6 %
USA	7.9 %
Saudi Arabia	6 %

Source: Eurostat

EU economy: no room for complacency

The 2017 edition of ERT's Benchmarking Report shows that protectionism is back on the policy agenda. Innovation and digitalization, on the other hand, are key tools for industrial growth.

by Carolina Pizzi

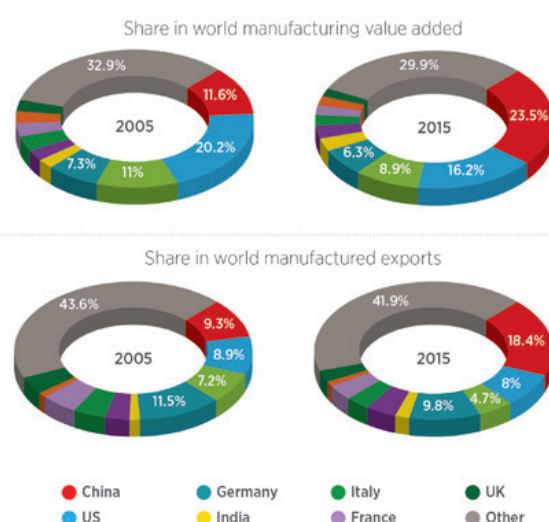
The European Round Table of Industrialists (ERT) Benchmarking Report 2017, called 'European Competitiveness and Industry', presents with key figures a comprehensive overview of the main policy issues followed by industry leaders all over the world. "The European economy is currently facing a long-awaited dynamic recovery", said Kurt Bock, Chairman of the ERT Competitiveness Working Group. "However, these short-term successes should not disguise the long-term challenges facing the European economy. Therefore, the recent economic recovery gives no grounds for complacency". Bock also highlights that significant efforts should be devoted to strengthening the European innovation system, while international openness is a prerequisite for the sustained growth of Europe's industry.

Manufacturing competitiveness is under pressure

European manufacturing is losing global market share and export share due to strong growth of Chinese and other Asian producers. While the lost share of manufacturing value added is comparable to the US, the lost share of manufactured exports

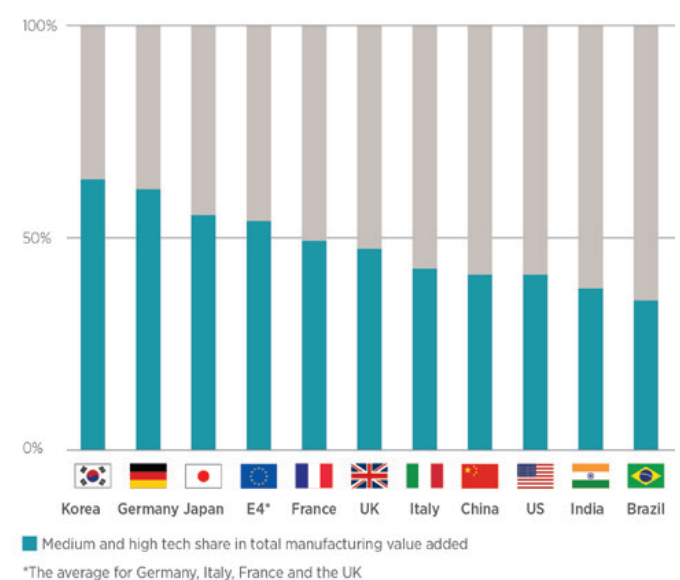
is much greater. European manufacturing has many strengths, particularly in medium and high-tech sectors. But European policymakers and stakeholders must avoid complacency if Europe's leading position in manufacturing is not to be further eroded.

Manufacturing sector performance



Source: Unido

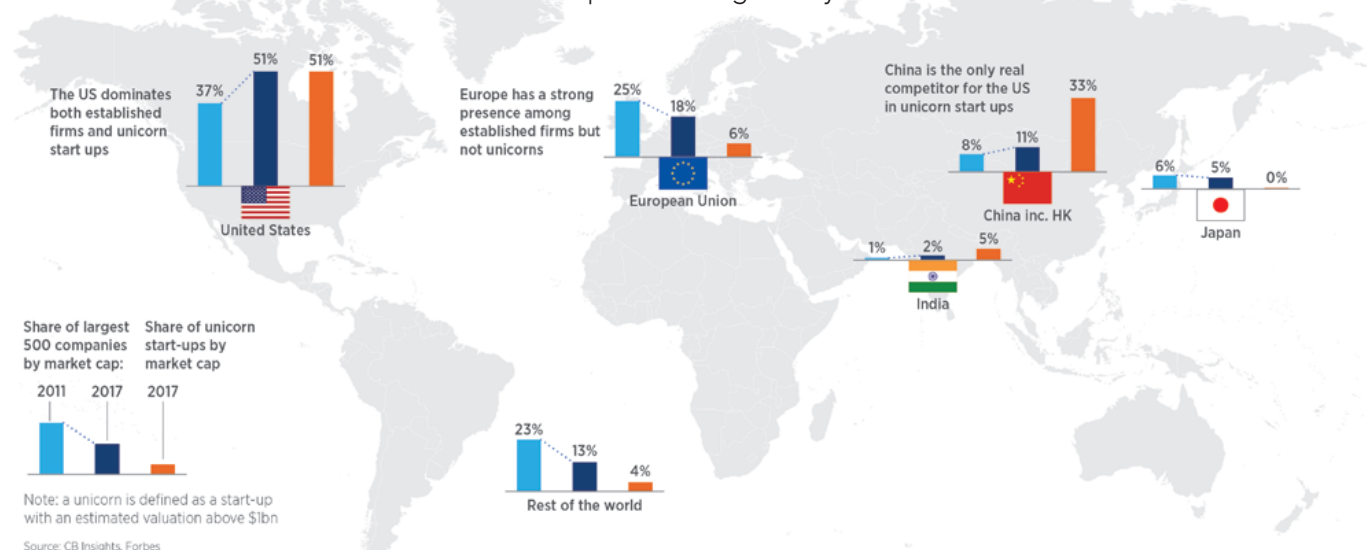
Technological complexity of manufacturing



The nature of global competition is changing

European industry risks falling behind global competition. The European share of the largest companies by market capitalisation is falling and is now much lower than the US share. The European

share of 'unicorn' start-ups is far behind the US and China. Europe must become a successful incubator for start-ups. This requires an innovation-friendly regulatory environment.



Economia Ue: non c'è spazio per l'autocompiacimento

Un report diffuso dalla European Round Table of Industrialists (ERT), l'associazione degli industriali europei, delinea lo stato dell'arte dell'industria mondiale. Soffermandosi su alcuni temi chiave. Benché in ripresa, l'economia europea si troverà ad affrontare grandi sfide nel prossimo futuro. La produttività nell'Eurozona, anche se mediamente in crescita, è infatti ancora pari a circa il 75% di quella statunitense. Mentre il livello degli investimenti resta inferiore a quello cinese o indiano. Ma il dato che forse fa più riflettere è quello sulla capitalizzazione degli 'unicorni' - cioè delle start-up con un valore di borsa di oltre 1 miliardo di dollari - che vede primeggiare Usa (51%) e Cina (33%), mentre l'Europa si ferma al 6%.



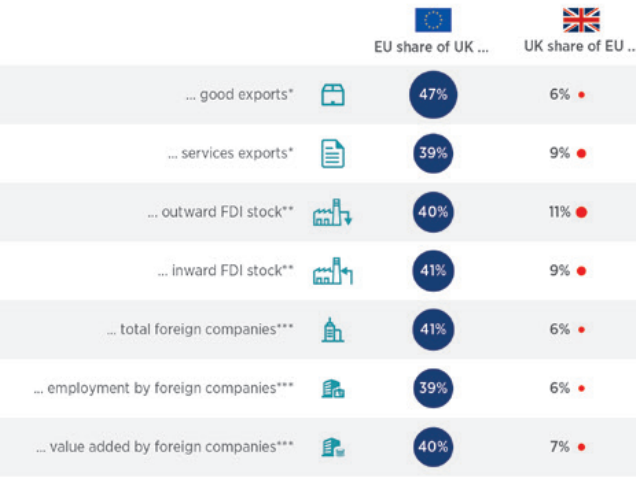
The EU share of the largest companies by market capitalisation has decreased and is now well below the US. The EU share of unicorn startups is even weaker and far behind the US and China.

Europe has a largely healthy set of bilateral trade relationships [...] But Europe's share of global trade is declining and our companies face barriers to trade and investment in many countries.

The EU-27 and UK economies are interdependent

There is a strong mutual dependence between the UK and EU-27 economies, with two-way trade flows and investment across sectors that is supporting jobs and helping to maintain European competitiveness. It is important that unnecessary disruption to trade and investment relationships is avoided, which means economic interests must be considered alongside political interests in Brexit negotiations.

Intensity of economic ties between the EU and UK



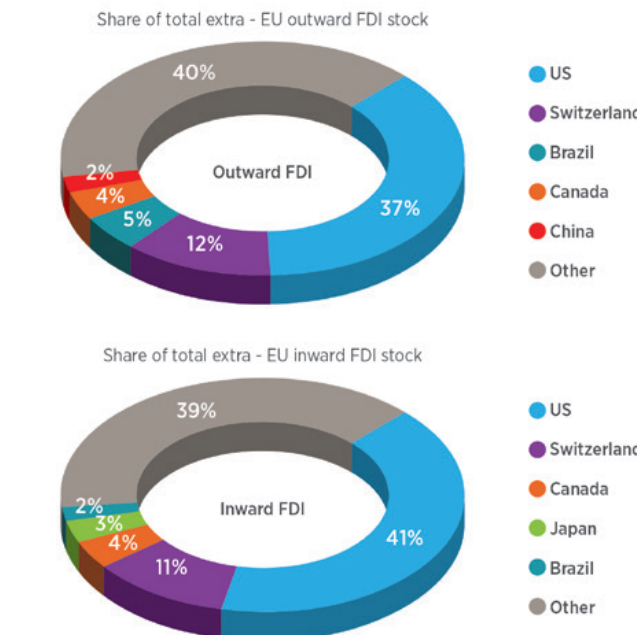
*Figures for 2016 **Figures for 2015 ***Figures for 2014

Source: Eurostat, ONS

The transatlantic relationship is essential

The US remains the single most important trade and investment partner for the EU, with each highly dependent on the other as a source of investment, as an export market, and a source of intermediate inputs into production.

The EU's top investment partners in 2015



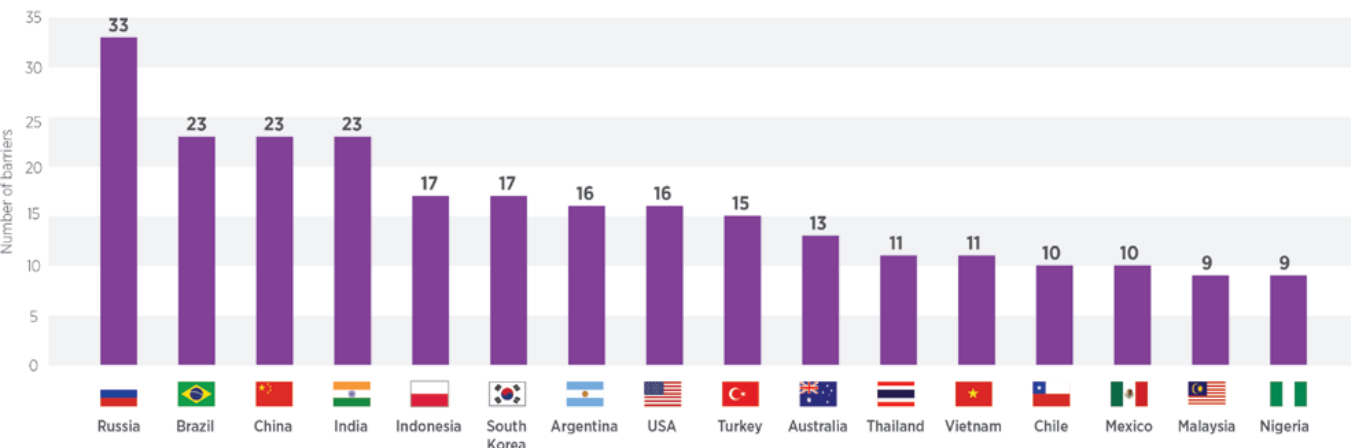
Source: Eurostat

Barriers to trade and investment are widespread

European companies face barriers to trade and investment in a wide range of advanced and emerging economies. The top-10 most restrictive

markets are all members of the G20. European economies remain among the most open in the world for trade in goods and in services.

Trade and investment barriers recorded at the end of 2016



Note: This figure shows the number of active trade and investment barriers recorded in the European Commission's Market Access Database.

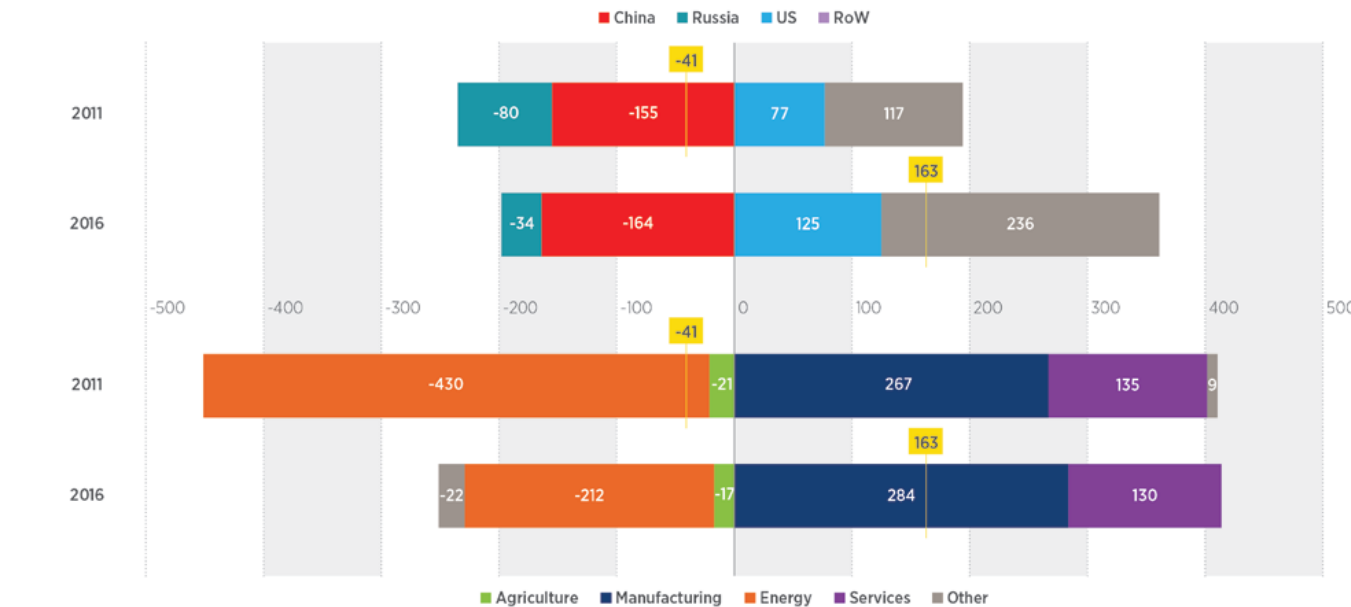
Source: European Commission

EU trade looks both East and West

The EU's two biggest trade relationships are with China and the US. They are also the most unbalanced relationships, with the EU running a surplus

with the US, but a deficit with China. Overall the EU enjoys a surplus in manufacturing and services, with a deficit in energy.

EU trade balance, €bn*



Source: Eurostat

PROSWEETS

COLOGNE 28 - 31 JANUARY

Raw materials and ingredients, packaging technology, machines and systems as well as food safety and quality management. For four days, the international supplier fair for the sweets and snacks industry attracted over 20,000 trade visitors and 325 companies from 33 countries, including about 40 Italian companies.



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From left: Paolo Benso, Francesca Vigna, Luciano Berbotta, Andrea Ponzo

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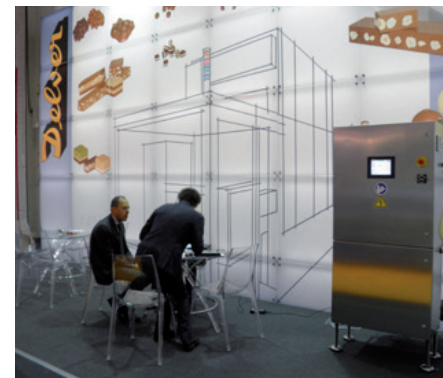
CRISTINA THE TRANSPARENT PACKAGING



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From left: Gabriele Freddi and Fabio Tozzi

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From left: Anastasia Vinogradova and Electra Accomasso

UCM ULTRASONICS



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From left: Valentina Bergami and Antonella Cavalieri

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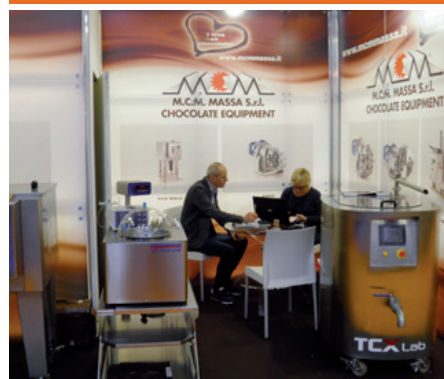
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Michele Cavarra

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Ready, steady, go!

Focus on the Italian trade show, at Fiera Milano from 29th May until 1st June 2018.
Interview with Riccardo Cavanna, president.

by Federica Bartesaghi

Larger, more international, full of innovation. These are going to be, according to organizers, the best features of Ipack-Ima and Meat-Tech, on stage in Milan from the 29th of May until 1st of June, and organized by Ipack-Ima Srl, joint venture between Ucima, the Italian Packaging Machinery Manufacturers' Association, and Fiera Milano. Other three strategic events, part of 'The Innovation Alliance', will run simultaneously: Plast, Print4All and Intralogistica Italia. In addition, the trade show has received the prestigious Trade Fair Certification (TFC) from the Commercial Service of the US Department of Commerce, granted exclusively to international exhibitions offering great opportunities to US companies. Last but not least: four months before the inauguration, 90% of exhibiting space has already been assigned. Expectations are high, premises are even better. Interview with the president of Ipack-Ima, Riccardo Cavanna.

Why this edition will mark a turning point for the trade shows, in your opinion?

First of all, the new organizers, Ucima and Fiera Milano, will provide the trade show with a stronger international appeal, also through strategic partnerships and new services. Exhibitors include leading Italian companies as well as Italian and international SMEs. And visitor will be the protagonists of a totally refurbished event, tailor-made to satisfy the needs of buyers proceeding from all over the world. B2B meetings will be supported by an innovative online matching platform, called 'My Matching', that will allow for a high level of user profiling and will make suggestions for meetings. A further proof of the trade show's strategic role in the global scenario is represented by the Trade Fair Certification (TFC) issued by the Commercial Service of the US Department of Commerce. A recognition granted exclusively to international exhibitions capable of offering US companies access to expanding markets with good business and export growth opportunities. In other words, a trade show to discover. And pre-registrations are already open.

How will be organized the exhibiting surface?

Ipack-Ima will extend over eight halls divided up according to exhibitor business communities or the specific types of products. Halls 1 and 3 will be devoted to technologies, materials and accessories for the pasta, bakery, milling and confectionary industries. In the adjacent halls 5-7, visitors will have a chance to discover the latest new products for food processing and packaging, with a special focus on fresh & convenience. The offerings for non-food sectors, particularly cosmetics and industrial goods, will be located in hall 4 along with the liquid filling segment, which will



Riccardo
Cavanna

Pronti, partenza, via!

Più grandi, più internazionali, più ricche di innovazione. Saranno queste, secondo gli organizzatori, le cifre di Ipack-Ima e Meat-Tech 2018, le due manifestazioni che avranno luogo dal 29 maggio al 1° giugno nei padiglioni di Rho Pero, promosse da Ipack-Ima Srl, joint-venture tra Ucima e Fiera Milano. Un successo anticipato dal 'tutto esaurito' registrato a quattro mesi dall'apertura dei tornelli, con il 90% degli spazi già assegnato. Così come dall'appartenenza al progetto 'The Innovation Alliance', che porta a Milano, in contemporanea, altri tre appuntamenti complementari e strategici per la filiera: Plast, Print4All e Intralogistica Italia. Dulcis in fundo: il ricevimento della prestigiosa 'Trade Fair Certification' statunitense, assegnata in esclusiva alle manifestazioni a forte vocazione internazionale. Le aspettative sono alte, le premesse vincenti. Ne abbiamo parlato con Riccardo Cavanna, presidente di Ipack-Ima.

also be well represented in the halls dedicated to food industry technologies. Technologies for labelling, coding & tracking will be located in hall 14 while companies operating in the end-of-line stage will occupy halls 6 and 10, complemented by the products showcased at Intralogistica Italia, the event devoted to internal logistics organised by Deutsche Messe and Ipack-Ima. Last but not least, a new simultaneous event focused on innovative materials and premium packaging called Ipack-Mat will be making its debut at Ipack-Ima 2018 in hall 14.

And what about Meat-Tech, instead?

Despite it's only in its second edition, the event has

already become a reference point for the European meat industry and will see the participation of major manufacturers of technologies, equipment and ingredients for producers. Meat-Tech 2018 is also strengthening its position as the key exhibition for companies that supply solutions for packaging and fresh food conservation, one of the most dynamic segments of the food industry. The exhibition will also host two new special areas. The first, Meat+ Cold Chain Solution will house technologies for the cold chain, essential for preserving products before, during and after processing. The second, Meat&More, will focus on equipment and materials for production, cutting and packaging of meat-based products.

One of the main features of a successful trade show is the level of participation of international buyers. How will you handle it?

'The Innovation Alliance' is expecting around 1,000 selected buyers, who have been invited to the five trade shows with the support of the Italian Ministry for Economic Development and the Italian Trade Agency. In particular, Ipack-Ima and Meat-Tech will host buyers from Europe, Africa, the Middle East, South America and the United States. The recently initiated pre-registration process is also seeing excellent results with an increase in the number of professionals applying for entrance tickets. These results owe much to the intense international promotional campaign carried out in recent years, including participation in around 50 exhibitions worldwide, five press conferences organised in major markets, partnerships with 230 Italian and international publishers, activities on social networks and partnerships with associations and international organisations, all of which have generated more than 1 million contacts.

Finally, let's take a look at the major themes covered by Ipack-Ima.

Circular economy and sustainability will take centre stage in the space organised by Conai, Italian packaging consortium. Digitisation and topics relating to the e-commerce will be discussed at a conference organised in collaboration with Netcomm, the Italian e-commerce consortium. An event entitled 'Save Food' will be organized in collaboration with Messe Dusseldorf, and dedicated to eco sustainability and innovative solutions in the fight against food waste. Other transversal themes that will be explored through dedicated events and product offerings will include anti-counterfeiting and serialisation in the food, fashion and personal care sectors. Production specifications for 'free from' food and sanitary design, own brands and private labels will also be amongst the offerings targeted at food and beverage companies.

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